

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 102

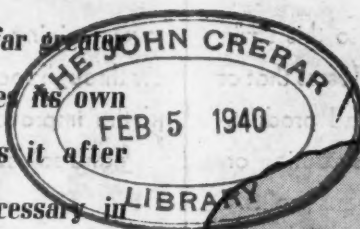
FEBRUARY 3, 1940

Number 5

GREATER YIELDS

STALEY'S SOYFLOUR gives you far greater yields because it absorbs $2\frac{1}{2}$ times its own weight in moisture and retains it after smoking. There is no change necessary in your regular cooking or smoking schedule—only extra spice is necessary because of the large increase in yield.

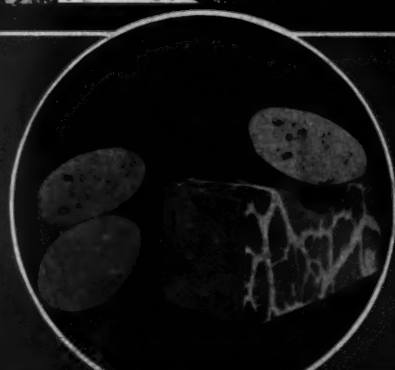
ORDER FROM YOUR JOBBER



Staley's SOYFLOUR

ESPECIALLY PROCESSED FOR MEAT PACKERS

by A-E-STALEY MFG. CO. DECATUR, ILL.



VACUUM MIXING

Makes your casing dollars

S-T-R-E-T-C-H

One of the many advantages that vacuum mixing offers is an important saving on casing expense. By removing air from the sausage emulsion, the finished product becomes firmer and more condensed, requiring fewer casing per batch.

In addition to this saving, vacuum mixing provides the best possible protection against the losses that can occur through spoilage resulting from the presence of air in the finished product.—And the improvement in quality, resulting from more thorough distribution of flavoring and spices, means more satisfied customers, more sales and more profits.

All of these advantages combine to make vacuum mixing one of the most important recent developments in sausage making procedure. Let a Buffalo representative explain just how vacuum mixing can mean extra dollars to you.



JOHN E. SMITH'S SONS CO.

50 BROADWAY • BUFFALO, N. Y.

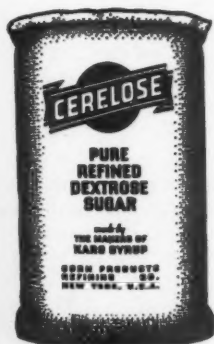
**CHICAGO • DALLAS • LOS ANGELES
BROOKLYN • BOSTON**

BUFFALO *Vacuum* MIXERS



I prefer the meat with THE GOOD COLOR"

In fresh sausage Cerelose protects the desired color. In all kinds of sausage Cerelose, pure Dextrose sugar, helps to develop that good color. Many meat packers are enthusiastic in their praises of Cerelose. They recognize that this pure Dextrose sugar is an aid in the fixation of color. They also appreciate its economy.



For further information write:

CORN PRODUCTS SALES COMPANY
333 NORTH MICHIGAN AVENUE
CHICAGO, ILLINOIS

In Weeks to Come

OPERATING, merchandising, legislative and economic developments in the meat packing industry in 1939 will be reviewed in the issue of February 17. The meat industry is getting ready for the starting gun in the sausage campaign—local meetings are scheduled and material has been prepared for distribution to dealers. You'll want to keep up with the latest campaign news in THE NATIONAL PROVISIONER.



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★

Daily Market Service

(Mail and Wire)

Editors

E. T. Nolan C. H. Bowman

The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 So. Dearborn st., Chicago.

THE NATIONAL PROVISIONER

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In This Issue

CANNERS' CONVENTION IN REVIEW

Professional Interest in Canned Food Publicity.....	13
Meat Canners Show Their Lines.....	15
Displays by Industry Suppliers.....	16, 17
Proceedings at Meat Section Meeting.....	20

SAUSAGE CAMPAIGN SPEEDS AHEAD

Organize for Effective Local Action.....	19
--	----

NEW CASING COLOR RULES.....

25

LESSON 52 IN REFRIGERATION COURSE.....

27

ARMOUR BUYS ON CURRENT SELLING BASIS.....

28

HOLMES SEES MORE INDUSTRY JOBS.....

45

PORK IMPORTS FALL AND EXPORTS RISE.....

29

NEWS OF TODAY AND YESTERDAY.....

21, 22

Classified Advertisements will be found on Page 56.

Index to Advertisers will be found on Pages 58, 59.



IN EVERY ISSUE

MARKETS

	Page		Page
Provisions and Lard.....	29	Hides and Skins.....	38
Tallow and Greases.....	35	Livestock Markets.....	46
Vegetable Oils.....	37	Closing Markets.....	39

MARKET PRICES—

Chicago Markets.....	53, 54	Cash and Future Prices.....	31
New York Markets.....	54	Hides and Skins Prices.....	39

PROCESSING PROBLEMS.....	25	CHICAGO NEWS.....	21, 22
REFRIGERATION.....	27	NEW YORK NEWS.....	22
FINANCIAL.....	28		



KROGER CUTS REFRIGERATION COSTS

*... with efficient **CORK** insulation*

Armstrong's CORKBOARD insulates modern cold storage
rooms for Kroger Grocery and Baking Company

WHEN the Kroger Grocery and Baking Company planned new cold room facilities for their huge Warehouse Market, Cleveland, they made sure of efficient, low-cost refrigeration by completely insulating each room with Armstrong's Corkboard.

These storage rooms are equipped to "tenderize" meats by the recently developed Tenderay Process. For this process Kroger maintains humidity between 85% and 90% and consequently an insulating material highly resistant to moisture was needed. And that's why Armstrong's Corkboard—the insulation that is naturally moisture-resistant—was used.

This pure cork material presents an effective barrier to the passage of heat. That conserves costly refrigeration and helps to control processing temperatures within narrow ranges. In addition, Armstrong's Corkboard is fire-resistant, strong, and long-lasting. Some installations made as long as thirty years ago are still giving efficient service.

Call on Armstrong's Contract Service whenever you plan low temperature insulation. Experienced engineers and skilled workmen can assure you a highly efficient installation for maximum operating economy. Meantime, write for free literature to Armstrong Cork Company, Building Materials Division, 952 Concord Street, Lancaster, Pa.



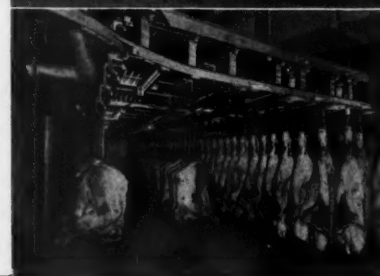
Interior view of the new meat cooler in the Kroger Grocery and Baking Company's Warehouse Market, Cleveland, showing Armstrong's Corkboard on the ceiling, pillars, and walls.



In the new TENDERAY Process, beef carcasses are first placed in this ageing room which is maintained at 60° F., and a relative humidity of 90%. Because of this high humidity, Westinghouse Sterilamps were installed to prevent mold growth. Moisture-resistant Corkboard completely insulates this cold room.



The final step in the TENDERAY Process is to place beef in this holding room maintained at 35° F. and a relative humidity of 85-90%. Here again, Sterilamps are used to halt mold growth. Efficient Armstrong's Corkboard Insulation keeps refrigeration costs at a minimum the year round.



Armstrong's CORKBOARD INSULATION

Attention Meat Industry:

SAUSAGE* CAMPAIGN



PORK SAUSAGE LINK MONTH

FEBRUARY 19 TO MARCH 16

Four big weeks of selling backed by color advertising where people will see it—Life Magazine. (It's estimated that 19,900,000 people see each issue.) First ad (double-page) February 26 issue—reaching consumers Friday, February 23.



**That good pork sausage in those good natural casings*

STARTS

with double-page four-color spread on Pork Sausage Links... February 23 in Life Magazine. Read below what is being done and what you are to do in the biggest Pork Sausage Promotion in history.

There are two major parts to this job

—one to be done by meat packers, sausage makers, and their salesmen

—the other to be done by retailers with their trade.

This is a fast-hitting campaign. To get the most out of it everything must be done right and done on the dot. Here's the activity calendar.

**FEB.
5**

Rally Week Starts

Sales meetings...
Salesmen get story

and materials. Manufacturing Departments get schedules. Meat packers, sausage makers, and salesmen get set to go.

**FEB.
7**

Salesmen Start Out

They tell the story to their retail customers. They arrange for Pork Sausage Promotional Features, take orders for pork sausage links and tie-in materials.

**FEB.
19**

Pork Sausage Month Starts

Retailers build dis-

plays, put up banners and start the big Pork Sausage Push.

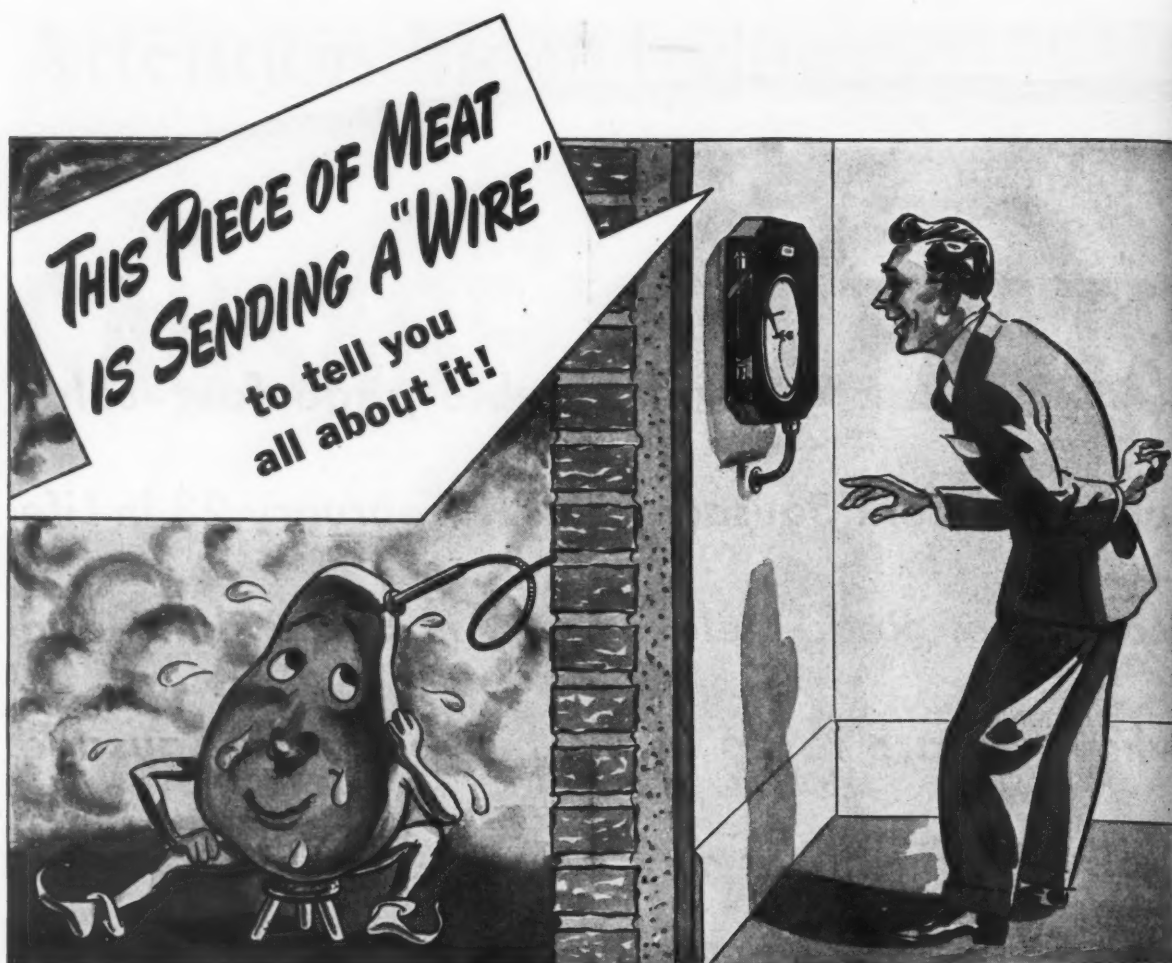
**FEB.
23**

First Life Ad Appears

Full of appetite appeal and selling power.

Note to retailers—Don't wait for your pork sausage supplier to tell you this story. Ask him for it. Be sure to display link pork sausage during the entire Pork Sausage Month. You can increase your entire meat business by tying in with this basic promotion.

INSTITUTE OF AMERICAN MEAT PACKERS



THE meat's inside your processing room. You are outside. You haven't had to run in and out to keep track of it. Fact is, you can't even see the meat. Yet you know its exact internal temperature every moment. What's more, you have a running record of it that permanently registers the temperature all during boiling, smoking, or "tenderizing," and instantly charts the temperature rise.

You always know what's going on when you use the Taylor Internal Meat Recording Thermometer in your meat processing. Just insert the skewer-shaped thermometer bulb in the meat (it inserts easily, like any skewer). The sensitive bulb reacts to the slightest temperature variation—through the flexible capillary tubing, the exact internal temperature is transmitted and written on the Taylor Recorder chart

outside the processing room. Highly sensitive bulb, tubing, and its sturdy protective "armor" are stainless steel. They won't corrode.

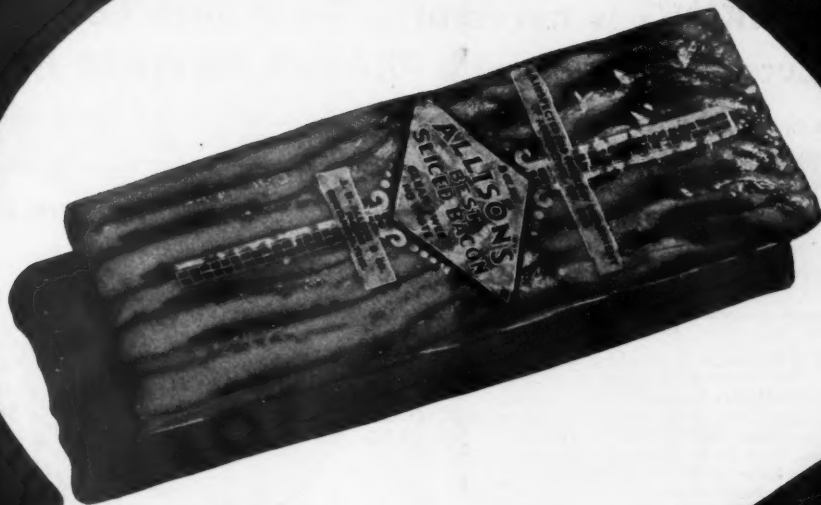
Another good thing: You never have to worry if the connecting tubing should have to pass near a steam pipe or refrigerating coil on its way from meat to recorder. The recorded temperature will be *absolutely accurate*. The Taylor way.

Use the Taylor Internal Meat Recording Thermometer to insure better processing—and more uniform products. In other words, use it to get **MORE PROFITS**. Find out all you should know about it—today—by getting in touch with a Taylor representative. Or write Taylor Instrument Companies, Rochester, N. Y. Plant also in Toronto, Canada. Manufacturers in Great Britain: Short & Mason, Ltd., London, England.

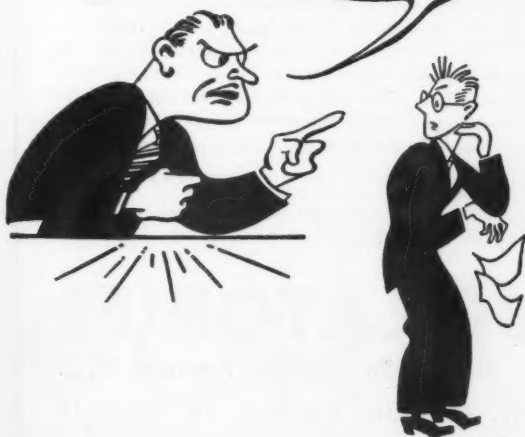


This Taylor Internal Meat Recording Thermometer *outside* your processing room instantly registers and records exact temperature of the meat *inside*. (Just hang the skewer-shaped bulb loosely in room to get *room* temperature.)





NO! WE'RE NOT
GOING TO USE THE HEADLINE
"LUMARITH
PROTECTOID
BRINGS HOME THE
BACON!"



AND so we won't use it. We won't even mention such a phrase as "bringing home the bacon". But we might hint that the bacon wrap you see above does a swell job in bringing home the sales.

Allison's Bacon, packed down South in Chattanooga, goes to market in a smooth, slick printed wrap of Lumarith Protectoid—a wrap that keeps appetite appeal alive on any meat counter!

This marvelous transparent material never shrinks or wrinkles. It permits meats to breathe. It does not absorb moisture. It shows less fogging under refrigeration and changing temperatures. It protects against mold, germs and infestation. It is absolutely grease-proof—never becomes limp and soggy in contact with greasy surfaces. It meets the requirements of the B. A. I.

Why not confer these advantages on your package? Write Packaging Division, CELLULOID CORPORATION, 10 E. 40th Street, New York City. Established 1872. Sole Producer of Celluloid and Lumarith. (Trademarks Reg. U. S. Pat. Off.)

*If you are working on a Transparent
or Plastic Package . . .*

*Get in touch with
CELLULOID*

*also Headquarters
for PLASTICS*

PRAGUE POWDER

Registered U. S. Patent Nos. 2054624, 2054625, 2054626

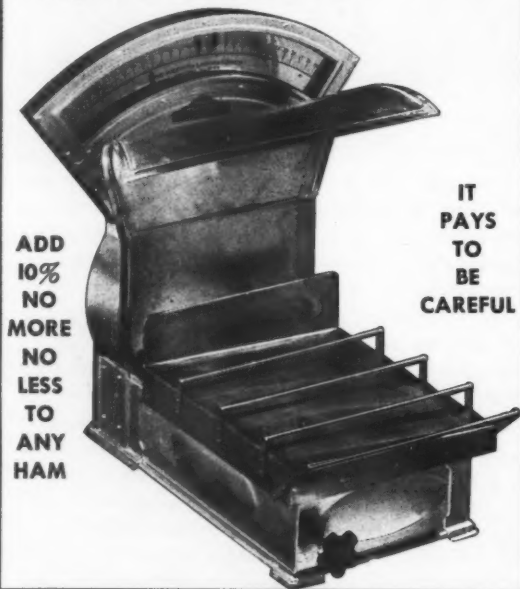
CAREFUL THINKING is necessary. Treat each ham as an individual. Cure your hams with **PRAGUE POWDER PICKLE**

LIFE MAGAZINE SUGGESTS—



In the February 26 issue Life Magazine hits the high mark in practical advertising. "Pork link" sausage, they say, should be on every American breakfast table. Mr. Sausagemaker, here is your chance to spread the good news. Select the Best Young Porker and tell your trade so—select Griffith Pork "C" seasoning and tell your trade so. Wire for a "Deep South" pork sausage seasoning—Griffiths know the style of seasoning you need for the territory you serve. Much sage—little sage, peppers and other selected flavors that have built our "Perfect Seasoning" line to large dimensions. We serve the best sausagemakers in the land. Boost the Sausage Campaign!

Our PRAGUE Stainless Steel Percentage Scale weighs correctly. You will like it.



ADD
10%
NO
MORE
NO
LESS
TO
ANY
HAM

IT
PAYS
TO
BE
CAREFUL

If you artery pump or spray pump, you will be safer with the PRE-PREPARED PRAGUE POWDER PICKLE. We advocate our "Cold Pack" ham for canning. You have a choice.

You can choose "COLD PACKED" or "PRE-COOKED"

PRAGUE
CURED
HAM
COOKED
GRIFFITH
WAY
IS SOLID
PACKED
WITH
LESS
JELLY



OUR
COLD
PACK
HAM
SAVES
15-16%
SHRINK-
AGE
•
ASK
WHY

American packers should not be helpless in the presence of the strong demand for this "Cold Pack" "Ready to Eat" canned ham. Griffith's methods make its production easy. Ask for the cure—it's PRAGUE POWDER.

PRAGUE POWDER is the only "Pre-Prepared Cure" on the market. Prague Powder Pickle is a positive acting "cure." The practical packer is fast learning this fact. Why use substitutes? The best is cheapest.

You want the best cure possible. You know "Prague Powder" is the only "fused powder cure." Think about it. Common Salt mixtures are not in the same class. They may be improperly mixed. PRAGUE POWDER is a full boiled pickle; therefore it is always uniform. You should use the BEST.

Read the story of artery pumping. See Prague Booklet. We want you to use the best Pickle Scale you can find—we think the Prague Percentage Scale is the best. Try out a few in your pumping cellar. We feel it is our duty to call your attention to this modern piece of equipment. A Perfect Non-Corrodng Scale—A Perfect Percentage-Calculator.

The Griffith Laboratories have also invented a process for preparing and cooking the "Cold Pack" ham. They have many practical mechanical pieces of equipment that you could use to your advantage such as Big Boy Pumps and the Ham Canning Press. Also a Vacuum Hood for canned hams. Investigate—Come to our laboratories at any time or write us for information. We are practical packer assistants.

Our Research Department finds that "an improved smoked ham cure" is possible and suggests artery pumping with a mild pickle. Then rub on our Dry Bacon Mixture and let remain in vat 5 to 7 days for ripening. Wash off the salt and smoke.

THE GRIFFITH LABORATORIES

1415-1431 West 37th St., Chicago, Ill.

Eastern Factory: Passaic, N. J.

Canadian Factory and Office: 1 Industrial St., Leaside, Toronto 12, Ontario

The CASE OF THE PUDDLE

That Said Too Much

SOLVED
WITH
PREVENTIVE
MAINTENANCE



"What will visitors think of us with that water messing up the floor," said the BOSS.

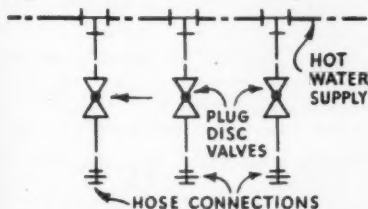


"We'll have to repair those leaky valves again," said the MAINTENANCE FOREMAN.



"Preventive Maintenance," said the CRANE SALESMAN, "has a better solution—it's Crane plug disc valves."

THE conversation is imaginary—but the facts are real! Here is what happened in a midwestern packing plant: It was a clean plant; everything was washed down thoroughly after every butchering. But puddles of water were always standing around the floor—messy! dan-



gerous! And costly, too, all this hot water being wasted. As the sketch here shows, the hook-up was right—the trouble was in the valves—the discs just melted away.

Applying ordinary maintenance to the condition, the valves were

everlastingly being repaired. The Foreman was sick of it all. He saw that Preventive Maintenance—as recommended by F. J. B., the Crane Salesman, was needed. It counseled the installation of valves that would give positive flow control even when operated by greasy hands: Crane Brass Plug Disc Valves.

Results: (1) The problem was permanently solved—no more bothersome valve repairs. (2) Loss of hot water stopped. (3) Another user of piping has learned the economy of Preventive Maintenance, and of looking to Crane for the right valves and fittings for every need, common or extraordinary; also of the wisdom of calling in the Crane Man on every problem of flow control.

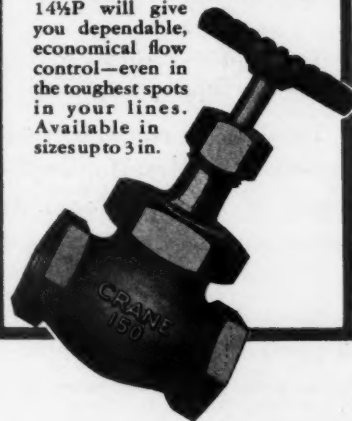
* This case is based on an actual experience of a Crane Representative in our Chicago Branch.

FOR TOUGH THROTTLING JOBS USE CRANE DISC VALVES

For throttling and other severe piping jobs at pressures from 150 to 350 pounds steam at 550°F., you can't make a better choice than Crane Brass Plug Disc Valves.

The extra stamina of these Crane valves is in their disc and seat metals—just the right combination for highest resistance to cutting, wire-drawing, erosion and corrosion under actual working conditions. The same care in the selection of body materials, sound design, extra strength and perfect balance in every part, result in valves from which you may expect unusual performance.

In services up to 150 pounds steam pressure, this Crane No. 14½P will give you dependable, economical flow control—even in the toughest spots in your lines. Available in sizes up to 3 in.



CRANE

CRANE CO., GENERAL OFFICES:
836 S. MICHIGAN AVE., CHICAGO
VALVES • FITTINGS • PIPE
PLUMBING • HEATING • PUMPS

**THIS
LITTLE LADY
CAN MAKE
OR BREAK
YOU!**

Be Sure Your Sausages Have the Flavor She Wants ... Use **ARMOUR'S NATURAL CASINGS**

● You seldom see this customer . . . you don't sell to her direct.

Yet she's the one who eventually decides your success. She's Mrs. Housewife—the ultimate consumer of your products. And she's a tough buyer . . . products have the qualities she wants or it's just "no sale".

When it comes to buying sausage she thinks in terms of one word: Flavor—the delicious rich flavor that proper smoking gives.

That's where Armour's Natural Casings come in. Their porous texture permits great smoke penetration . . . makes sure your sausage goes to market with just the flavor you know will make it sell and sell again.

Of course, Armour's Natural Casings have

other advantages, too. Careful selection insures you against breakage . . . accurate grading brings you the sizes you want and helps you to give your sausages an appetizing, well-filled appearance.

We believe Armour's Natural Casings are your logical choice. Phone your Armour Branch House today for up-to-the-minute quotations and fast, efficient service.

**ARMOUR'S
NATURAL CASINGS**

ARMOUR and COMPANY, CHICAGO, ILLINOIS

THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

FEBRUARY 3, 1940

Professional Interest in CANNED FOOD PUBLICITY

By DR. M. A. HOY and DR. R. W. PILCHER*

Need of the medical, dental, nursing, home economics and dietetic professions for special information on commercially canned foods has long been recognized. For many years the National Canners Association has been active in this field, particularly through its home economics division. Individual canners have engaged in educational publicity of this character, with particular reference to specific or special-purpose foods.

Entrance of this company into the field of professional educational publicity of canned foods nearly five years ago, therefore, cannot be considered as an entirely new departure. However, the method of approach employed in this educational program, as well as its continuous and sustained nature, can be regarded as unique in an undertaking of this kind.

In the belief that experiences gained and observations made during the past four and one-half years of this advertising program would be of interest, this informal report is presented.

During the past 10 years, every technical laboratory associated with the canning industry has been acutely conscious on many occasions of the critical professional attitude often maintained towards commercially canned foods. As aptly stated by

Baker, this attitude has—in part, at least—been fostered by the fact that commercial canning was practiced as a secret for many years and little, if any, information was disseminated regarding this important method of food preservation.

In our own case, the need of the professions for special information on canned foods has never been brought to our attention so forcefully as it was through contacts and inquiries which followed founding of our nutritional laboratory in 1930 and establishment of our home economics department in 1931.

During the next several years, as these specialized divisions gradually extended their operations, we came more closely in contact with dietitians and home economists and received more intimate knowledge of their attitudes and problems. In particular, an insight was obtained as to what these professions desired to know about commercially canned foods, especially in regard to methods of manufacture, their wholesomeness, and their food values.

It will also be recalled that during the past eight years the consumer complaint problem has been somewhat acute. There is no need for an extended discussion of this situation here other than to observe that in many instances the basis of complaint has been a rather widespread misconception concerning the public health aspects of commercially canned foods.

In contacts with consumer complaints, we were



*Research department, American Can Co. A paper read at the Meat Section meeting of the 33rd annual convention of the National Canners Association.

impressed not only by the degree of prejudice with which many lay consumers regarded commercially canned foods, but also by the general lack of information on the part of dentists, physicians and nurses regarding this important class of foods, particularly with reference to their safety or wholesomeness.

As a result of numerous contacts and experiences with these various professional people, it was decided to extend advertising of canned foods, sponsored by this company, to include specialized educational advertising in which the facts about various aspects of canned foods could be presented for consideration by members of these professions. Consequently, in 1935 the American Can Company's present practice of issuing monthly educational releases on canned foods in the major journals serving the medical, dental, nursing, dietetic, and home economic professions was inaugurated.

The plan of the advertising program has been described. Briefly, as stated previously, monthly releases have been made to those journals widely read by members of the various professions. The general plan and policy followed since the beginning of this system of releases has been three-fold:

Plan of Educational Advertising

First, each monthly release must be factual in nature, relate to canned foods, and have as a basis at least one scientific report appearing in the literature.

Second, the tone or phraseology of these releases should depart from that usually employed in food advertising, and must resemble more closely that used in scientific treatises. This required preparation of this material by our research staff.

Third, each release must bear the seal



of acceptance of the Council on Foods of the American Medical Association, as evidence that it conforms to the rules, policies and general decisions of that authoritative body. It was felt that acceptance of advertising material of this type by the council was essential, especially since no small part of this educational endeavor was to be directed towards members of the medical profession.

Because commercial educational material is sometimes very critically and adversely evaluated, it was felt that the seal of acceptance on a release would serve as evidence per se that any statements made therein had ample scientific backing, regardless of the profession to which these releases would be made. Time has demonstrated the desirability of this course.

Education, whether it be popular or professional, is at best a slow procedure. Consequently, it was agreed that the program would have to be of a sustained nature, and that decision as to our future course of action could hardly be made without at least two years experience in the field.

Selection of Topic Material

At the start of this program, monthly releases were to be made to over 50 dental and medical journals. These would include, not only the official organs of the national associations, but the journals of many state associations, as well. Within a few months, however, the nursing, hospital, dietetic, and home economic journals were also to be included.

Since the same release would be made to all these publications, it was necessary to make some tentative selection of material for discussion before the advertising program was started. It was a fortunate circumstance that the interests of the professions in canned foods were apparently so closely allied. This, of course, eliminated the necessity of preparing specific releases for specific professional journals.

Initial selection of topics for discussion in the releases had to be more or less arbitrary. Through past experience, it appeared that the most urgent professional needs were for fuller information on nutritive and public health aspects of commercially canned foods. It seemed logical that facts concerning questions most commonly raised as to the safety of these foods, should be presented first.

It was also felt that releases describing mechanics of commercial canning operations should be made, since experience had shown an active interest regarding such operations, particularly among home economists and dietitians. Tentatively, it was decided to restrict subject matter of first twelve releases to discussions of nutritive and public health aspects of canned foods, and to commercial canning technology.

In order to gauge professional interest more closely, each release bore a coupon soliciting from readers their suggestions of topics for future discussion. The response was generous. Although the coupon system has been abandoned, each release still bears the notation that suggestions for future topics will be welcomed.

Subjects Covered in Releases

As responses to coupon solicitations began to come in, and as correspondence with members of the various professions increased, a very definite indication was obtained of interests of members of these professions in canned foods. Out of many hundred suggestions and inquiries received during the first 12 months, roughly 80 per cent related directly or indirectly to the nutritive values of canned foods; nearly 25 per cent bore directly on the safety of canned foods. The remainder covered a wide

(Continued on page 50.)



SWIFT'S SAID IT WITH FRANKS

Swift & Company's hospitable welcome to visitors at the Cannery's get-together was in the form of tasty sandwiches featuring the company's new dinner-size frankfurts with natural casings tendered by pineapple juice. Fresh pineapples about the room contributed the proper atmosphere.

MEAT CANNERS SHOW THEIR LINES

APPROXIMATELY 20 packers and canners who market meat products and specialties in tin or glass containers maintained headquarters at the Stevens hotel and other Loop hotels to display their lines in conjunction with the Canners' convention and the varied activities of Food Trades week in Chicago. Hundreds of food men visiting the meat packers' displays were greeted by "old standbys" familiar to the trade, new labels and containers, and new products developed in the unceasing effort to please the tastes of the consumer.

Perhaps the outstanding trend revealed by the meat canners' exhibits was the rapid swing to easy-to-serve canned pork specialties developed for a wide range of menu applications. Several of these meats made their initial appearance at this year's convention; others, introduced but recently, were given special emphasis in the displays. Many of the packers used sampling to prove the merits of the specialties.

The new products have much in common. They require no refrigeration, and are recommended for every meal and every occasion. They may be served directly from the can, fried, baked, served alone or in combination with other foods. Most of them are packed in 12-oz. cans with wind-off key for convenient opening; some are lithographed and others equipped with labels.

Given Short, Catchy Names

Their development has given rise to a new order of catchy, descriptive names with which packers hope to build identification and repeat sales. Spam, Snack, Tang, Spork, Treet, Prem, Mor, Ezy-Serv and Redi-Meat are examples of the new terms with which the well-informed housewife must supplement her buying vocabulary.

In general, the meat canners' displays reflected a growing desire on the part of packers to market their products in more convenient, attractive containers; to make labels more accurately representative of product contained, and to provide the housewife with as much information on preparing and serving the product as possible.

Among the meat canners whose products were displayed were:

ARMOUR AND COMPANY.—High point of Armour and Company's extensive display of canned meats was the exhibit devoted to Treet, the new all-purpose canned pork product. Flanking a giant column of cans of the product were two display boards dramatizing test results reported in 30 cities. The company plans to extend distribution on Treet to national proportions in the near future, with a broad advertising campaign. In addition to Treet, the company showed the full line of Armour's Star canned meats. The new metal foil label on Star ox tongue, in blue, red and gold against white enamel,

Feature Ready-to-Serve Spiced Pork in 12-oz. Cans; One-Syllable Names Popular

drew much attention. A display of Armour's dog food featured 16-oz. cans of product and a poster with 20 breeds of dogs. J. P. McFarland, manager of the dog food division, presided over this exhibit. The produce exhibit included frozen poultry and was under the direction of Ray Swift, assisted by Jack P. Delaney and H. H. Irie. The principal canned meats display was directed by L. L. Bronson, manager of the company's canned food department, aided by his assistant, George W. Munro. Others from this division included W. H. Wittleder, G. T. Davis, O. J. Poorman, N. H. Mark, W. J. Milton and Harry Gross.

CUDAHY PACKING CO.—Tang, the

lunch tongue, vienna sausage, chili con carne, corned beef hash, spaghetti with meat and sauce, sliced dried beef, veal loaf, imported style frankfurts, pigs feet, lamb tongue and pigs feet tid bits. C. W. Beilfuss, Derby president, was on hand to greet visitors and show them the company's line. Other company men present included A. O. Lane, F. E. Lyon, Q. D. Pierce and H. R. Clarke.

EMMART FOOD PRODUCTS CO.—A new all-pork spiced luncheon meat packed in 12-oz. cans and said to be adaptable to a wide variety of uses was a featured item in the display of canned and glass-packed meat products shown by Emmart Food Products Co. Roast beef, vienna sausage, cooked corned

MOR MAKES ITS BOW

E. A. Ellendt (right), manager of the canned meats department of Wilson & Co., explains the features of Mor, Wilson's new all-purpose pork product, to L. E. McCurdy (center), Bunn - Capitol Grocery Co., Springfield, Ill., while M. J. Daly, special Chicago sales representative for Wilson, lends an attentive ear. Mor was formally introduced to the trade during the Canners' convention.



new Cudahy pork product packed in 12-oz. tins, occupied the center of the company's display of canned meats and other items, along with Ever-Ready cooked ham and cooked picnic. Spiced luncheon meat, lunch tongue, pressed boneless pork, spiced ham, cooked tender ham, veal loaf, pork sausage, silver souse and other items in the Puritan canned meat line were shown. Glass-packed products exhibited included pickled pigs feet, dainty meats and lamb tongues. Oleomargarine, lard, dry sausage, eggs and cheese were also on display. Cudahy men at company headquarters included Dayton Smith and Gus Roberts of the canned meats division, and J. K. Davenport, H. H. Smith, jr., and John R. Manella, direct sales division.

DERBY FOODS.—Canned and glass-packed foods shown in the brilliantly lighted Derby Foods display included

beef, tripe, veal loaf, chili con carne and other items were shown under the company's Quality and Mity-Nyce brands. Emmart headquarters were presided over by J. C. Robinson of Atlanta, Ga., Southeastern district manager for the company.

FOELL PACKING CO.—Rose brand products shown at the convention by Foell Packing Co. included corned beef hash, veal loaf, lunch tongue, breakfast sausage, chili con carne, vienna sausage, roast beef and cooked pork brains, in addition to a new spiced luncheon meat in 12-oz. tin, said to be "just right—for a feast—for a bite." In the glass-packed line were pigs feet cutlets, wafer sliced beef, tamales with sauce, pickled pigs feet and lamb tongue. Mascot dog food and Hot-Cha chili con carne were also shown. Present at the company's headquarters were William J. Foell, presi-

(Continued on page 40.)

Suppliers Show Many Aids For Cannery and Packers

REAPPEARANCE of heavier equipment this year among the exhibits staged by the Canning Machinery and Supplies Association, in conjunction with the thirty-third annual convention of the National Cannery Association in Chicago, rounded out the displays and helped make them interesting and instructive for the food processor interested in keeping pace with latest developments.

Exhibits were concentrated in Machinery Hall and the Grand Ballroom of the Stevens hotel and overflowed into additional space. Most of the companies exhibiting equipment and supplies also maintained hospitality headquarters in the Stevens or other Loop hotels, while some concerns maintained rooms only. So fully were all aspects of food canning and its related activities represented by both men and equipment that a visit to the exhibits constituted practically an intensive course in food canning.

Action was the outstanding characteristic of this year's exhibits. Wherever the visitor turned, he was sure to find machinery of some kind in operation, or equipment and supplies being demonstrated. Contributing to the buzz of activity were lift trucks, can testers, bottle cappers, automatic salt tablet dispensers, machines for cleaning and grading vegetables before canning, speed reducers, hoists and machines which packed canned goods into cartons and sealed the cartons.

Wide Variety of Products

Food seasonings and colors, labels, adhesives, caps for glass packages, thin blown tumblers with applied designs, food processing equipment of non-corroding metals such as stainless steel, monel and aluminum, stainless steel tubing, sections of metal mesh conveyors, light-weight containers of paper for transporting product in bulk at minimum weight and expense—these and a host of other attractions greeted the eye of the convention visitor.

Of particular interest to meat packers, sausage manufacturers and meat canners at the convention were exhibits of the following firms:

ALUMINUM COOKING UTENSIL CO.—New 100-lb. meat tubs of heavy gauge aluminum, weighing only 16 lbs. and featuring welded construction throughout, aroused much interest at the "Wear-Ever" exhibit. Particularly useful for the sausage department and having numerous other meat plant applications, the new tubs have sturdy, welded handles and are perfectly smooth, inside and out, to conform with BAI sanitary requirements. Aluminum steam-jacketed kettles, noted for rapid heat conduction and high resistance to chemical reactions to meat and other

foods, were shown in several types and sizes. Other items of interest to the meat processor were aluminum spreading pans and smokesticks of T-section and Y-section design. On hand to interpret the exhibit and discuss canning and processing problems were George Peters, general sales manager; T. H. Gibson, industrial sales manager; M. G. Armentrout, advertising manager, and B. E. Hiles, Chicago representative.

ALUMINUM SEAL CO.—Two capping machines for applying closures to product packed in glass dominated the display of Aluminum Seal Co. Both machines were adaptable to vacuum or cold pack operations. One machine was designed to apply rolled-on seals to screw-top bottles, tailor-making each cap to an exact fit. It was shown in a non-automatic, single-application type. The other was a semi-automatic sealer for crimp top applications. Other products shown at the "Alseco" exhibit included a variety of seals, shown applied on actual product packed in glass, and a hand capper for tumblers. President J. E. Sharp headed the company's convention group, among whom were D. H. Tilson, vice president; W. H. Wolfe, Pittsburgh manager, and P. Armstrong, Cincinnati manager.

AMERICAN CAN CO.—Dramatizing the story of American Can Company's varied services to the canning industry, a series of eight dioramas effectively illustrated the company's medical campaign, research laboratories, educational material, professional relations efforts, convention exhibits, speaking service, testing kitchen and grocers' campaign. Extensive accommodations were provided for those who wished to view the exhibit from a comfortable chair or lounge. Members of the executive staff and sales representatives from all sections of the country were in attendance with authoritative advice on any problem related to canning meats or other products. Following its custom, the company played host to approximately 4,500 canners on January 25 at the Chicago theater, where it presented a special show. Canners at the show were personally welcomed by Dr. H. A. Baker, "Canco" president.

ANCHOR-HOCKING GLASS CORP.—This company and its subsidiary, Anchor Cap & Closure Corp., provided comfortable accommodations for convention guests in the Grand Ballroom of the hotel. Demonstrated in a display by the closure division was the company's newly developed "vaper-vacuum" sealing machine for applying a pry-off type, side-sealed cap to glass containers, using steam vapor as a means of vacuumizing. This machine, of special interest to those who pack or process in glass, uses Anchor-Hocking nested caps and is equipped with automatic gravity

cap feed. Rapid in operation, it permits adjustment of conveyor width, container height and size of cap to be applied. Among the large number of company men present for the convention were W. V. Fisher, vice president and general manager; C. D. King, vice president and general manager, container division; S. B. DeMerrell, sales manager, container division; J. O. Deegan, general manager, closure division, and R. B. McFarlane, sales manager, closure division.

CONTINENTAL CAN CO.—Comfort and hospitality keynoted the exhibit of Continental Can Co. Identified by a giant revolving can and a banner captioned "Health and freshness sealed in cans," the company's display space was devoted primarily to comfortable lounges, chairs and convenient tables where convention guests might relax to discuss canning operations or visit with friends. An exhibit illustrated production of a can from the raw material to finished product, clearly showing the coating processes, soldering operations and steps in fabrication. Available for consultation on canning problems were a number of company men from all sections of the United States and Canada, representing the Continental executive staff, sales division, manufacturing, research, traffic and other divisions.

CORN PRODUCTS SALES CO.—At convention headquarters of Corn Products Sales Co. in the Congress Hotel, Dr. J. H. Buchanan, divisional sales manager, and a group of executives and technical men were ready to discuss all phases of canning. A display of sample products canned with dextrose was shown, in addition to samples of Cerelose, a refined dextrose sugar which finds favor in the meat packing industry. Among Corn Products men present, in addition to Dr. Buchanan, were J. D. Buhrer, president; Fred Mueller, William Gambel, Frank Himschoot, A. G. Peterson, R. R. Adam, J. E. Wals and J. H. Healy, vice presidents; R. H. De Waters, J. M. Krno, Thomas Bruce and R. F. Cohee, technical sales and

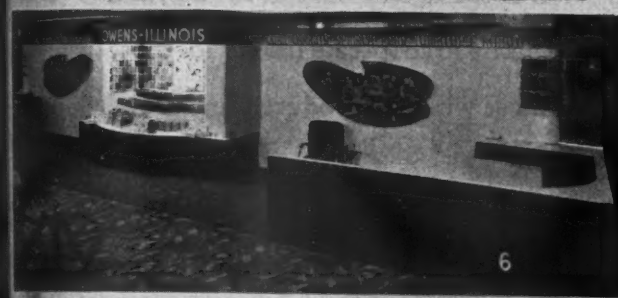
(Continued on page 41.)

Serving the Meat Canner

(See opposite page.)

Of the dozens of exhibits staged by the Canning Machinery and Supplies Association during the Cannery convention at Chicago, a number were of particular interest to the meat canner. Some of these displays are shown on the opposite page:

- 1.—American Can Company.
- 2.—United States Steel Corporation.
- 3.—Heekin Can Company.
- 4.—Diamond Crystal Salt Co., Inc.
- 5.—Aluminum Cooking Utensil Co.
- 6.—Owens-Illinois Glass Co.
- 7.—Sealright Company, Inc.
- 8.—Republic Steel Corporation.
- 9.—Anchor-Hocking Glass Corporation.
- 10.—Wm. J. Stange Company.
- 11.—Continental Can Company.



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1940

Full color advertisement to appear
in LIFE magazine, February 26.



APPROVED

The Wm. J. Stange Company approves the I. A. M. P. campaign to increase the consumption of sausage in natural casings, and expresses its willingness and desire to cooperate 100% with those administering the plan and those who will produce the sausage!

Your success, as a participant in the campaign, will depend on your making the right product, and backing it with the merchandising ideas and material being made available.

Our part in the campaign is furnishing Cream of Spice Seasonings, developed after years of experience and produced under strict laboratory control, to help you make a better, more uniform, more flavorful sausage.

WM. J. STANGE COMPANY

Soluble Seasonings • Peacock Brand Certified Food Colors
Branding Inks • Nitrite Tablets • Curing Tablets

2536-40 WEST MONROE STREET, CHICAGO, ILLINOIS

923 E. Third St., Los Angeles, Cal. • 1250 Sansome St., San Francisco, Cal.
In Canada: J. H. Stafford Co., Ltd., 21 Hayter St., Toronto, Ontario

Sausage Drive is Organized For Effective Local Action

MEAT packers, sausage manufacturers, their salesmen, advertising men and others, will tie in vigorously with the nation-wide advertising promotion on pork sausage links and liver sausage which gets under way with a two-page color advertisement in the February 26 issue of *Life* magazine.

Organization for making this one of the most successful advertising campaigns in the history of the industry got under way this week with appointment of approximately 500 state and local meat packer chairmen by the Institute of American Meat Packers. The organization is essentially the same as that which functioned successfully in the Institute's "Feature Meat" campaign two years ago.

In an announcement to local chairmen the purposes of the campaign were outlined as follows:

- 1.—To increase sales of, and profits from, pork sausage links.
- 2.—To promote greater interest in pork sausage links among millions of housewives throughout the nation.
- 3.—To place liver sausage far beyond the rye bread and luncheon counter class.
- 4.—To give liver sausage a new place in menu planning as a more popular food for hot as well as cold dishes, and thereby effect an increase in sales, and return from the sales, of liver sausage.

Arrange Local Meetings

To attain the goal set for the campaign, local chairmen are now arranging their activities. It is planned that chairmen will hold meetings of all local meat packing and sausage manufacturing companies, branch house managers, sales managers and others, and explain details of the campaign.

At these meetings, a complete outline of the material available for dealers, which includes a reprint of the first *Life* advertisement, a poster for window, counter, wall, or over-the-wire display (reproduced on this page), and a list of suggestions as to how dealers may tie in and cash in on this program, are being discussed.

Local chairmen plan to divide their cities and local trade areas into definite and established zones which will be canvassed by representatives of local meat packing companies. Responsibility for each of these zones will, in most instances, be placed on individual companies and will be under the supervision of each individual company.

Advertising and promotional material for retailers will be allocated to each zone and each company responsible for that zone will distribute the material. This plan should help the industry reach every individual retailer in individual

local trade areas and, therefore, every dealer in the United States.

In its plan to acquaint individual meat packers and their sales and advertising organizations with details of the campaign, the Institute held two regional meetings this week, one in St. Louis on February 1, and one in Chicago on February 2. This completes the present schedule of regional meetings.

Great enthusiasm for the nation-wide sausage advertising program now being launched by the Institute of American Meat Packers was expressed at ten im-

portant Institute regional meetings held throughout the United States during the last three weeks.

A meeting was held in St. Louis on February 1, with an attendance of approximately 65, and another meeting was held on February 2 in the Palmer House at Chicago, with an estimated attendance of about 160.

Meetings were held last week in Cincinnati, Cleveland, and New York. In addition to the regular speakers on the program in New York, Paul I. Aldrich, editor and president of *THE NATIONAL PROVISIONER*, addressed the meeting.

H. R. Davison, vice president of the Institute, outlined the plan of the campaign to members at four meetings on the West Coast and one in Denver.

Speakers on the program for meetings in the East and Midwest were Wesley Hardenbergh, president of the Institute; George M. Lewis, director of the Institute's Department of Marketing; W. R. Kinnaird, member of the Institute's advertising sub-committee, and H. A. Armstrong of the Institute's Sausage Division.

The series of advertisements to appear in *Life* magazine during the next

few months will reach approximately 20 million readers each week. Strong support from local chairmen and meat packers' salesmen should create enthusiastic dealer response.

However, the Institute points out that this campaign will be successful to individual companies only insofar as each cooperates in pushing quality pork sausage and quality liver sausage. This nation-wide institutional campaign, which will represent combined efforts of individual meat packers, also can become an individual campaign if members will direct their efforts to promotion of their own individual link pork sausage.

The Institute points out that advertisements and sales ads will sell and create demand for pork sausage, and the vigorous cooperation and selling efforts of salesmen and dealers will determine how much of each individual company's pork sausage will be sold during the campaign.

Individual Cooperation Needed

The organization arranged by the Institute undoubtedly will effect a record increase in consumer interest in pork sausage and liver sausage. Meat packers, sausage manufacturers, their advertising men and sales managers, are being urged by the Institute to stress the importance of the campaign to their own representatives and push the sale of pork sausage and liver sausage as it never has been pushed before.

During the period of the campaign news about pork sausage links and liver sausage will appear on home economics pages. Photographs, recipes, and new ideas will be brought to the attention of newspaper readers throughout the country. The combination of national advertising, point-of-sale displays, and individual company promotion should place pork sausage and liver sausage on the tables of America's millions of meat consumers more often during the next several months.

5 MILLION LBS. LARD BOUGHT

Federal Surplus Commodities corporation purchased 4,891,000 lbs. of lard on February 1, according to information received by the Institute of American Meat Packers. Companies receiving awards were announced as A. Fink & Sons, Inc., Newark, N. J.; Armour and Company at Columbus, Kansas City, Chicago, E. St. Louis, Omaha, and St. Paul; Oscar Mayer & Co., Chicago and Madison, Wis.; Hygrade Food Products Corp., Detroit; Dold Packing Corp., Buffalo; Cudahy Bros. Co., Cudahy, Wis.; Chas. Sucher Packing Co., Dayton, O.; Home Packing Co., Toledo, O.; Hughes-Curry Packing Co., Anderson, Ind.; Rath Packing Co., Waterloo, Ia.; Kingan & Co., Indianapolis; Leavenworth Packing Co., Leavenworth, Kas.; John Morrell & Co., Ottumwa, Ia.; Keefe Packing Co., Arkansas City, Kas.; C. F. Vissman & Co., Louisville, and Swift & Company, Chicago.

Meat Canners Get Facts on Problems at NCA Convention

THE food industry's biggest annual show—the convention of the National Canners Association and the conventions and conferences of allied industries, including the Canning Machinery and Supplies Association, National Food Brokers Association, bakers, pickle packers, macaroni manufacturers, sugar brokers and wholesale and retail grocers—closed one of its most successful week's engagements in Chicago on Friday, January 26. In excess of 15,000 men and women were in the city to attend the various meetings.

One of the highlights of the gathering was the optimism everywhere evident on business conditions in 1940. Last year was a fairly prosperous one for the canning industry. Its products moved well and burdensome stocks were well cleaned up. The industry starts the new year, therefore, in a comfortable position and is anticipating a good demand at profitable prices.

Exhibits of canning machinery and supplies outnumbered those at the 1939 convention. They filled all of the space originally allotted to them in the ground floor exhibit hall and lounges of the Stevens hotel, and overflowed into two elevator lobbies. Displays of interest to meat packers are described and illustrated in this issue.

Officers Elected

The National Canners Association elected the following officers: President, H. F. Krimendahl, Crampton Canneries, Inc., Celina, O.; first vice president, Robert C. Paulus, Paulus Bros. Packing Co., Salem, Ore.; second vice president, Alfred W. Eames, California Packing Corp., San Francisco, Calif.; secretary-treasurer, Frank E. Gorrell, Washington, D. C. The meat industry is represented on the board of directors by E. G. McDougall, Libby, McNeil & Libby, Chicago.

Canning Machinery & Supplies Association held one meeting at which routine business was transacted and officers elected. John Eleveld, Michigan Lithographing Co., Grand Rapids, Mich., was made president of the group. Sherlock McKeever, Continental Can Co., Chicago, was elected vice president and S. G. Gorsline was re-elected secretary and treasurer. New directors are O. J. Sawin, Rogers Bros. Seed Co., and D. K. Fairbanks, Harix Manufacturing Co.

Meat Section Meeting

The Meat Section of the National Canners Association held its session on January 25. An exceptionally interesting program of great practical importance attracted a large number of packers and packinghouse canning department executives, chemists, bacteriologists and research men. J. R. Vander

Veer of Libby, McNeill & Libby, Chicago, chairman of the section, presided. Dr. W. Lee Lewis, secretary, could not attend and the duties of the office were performed by H. W. Tefft, Institute of American Meat Packers.

Edward T. Clair, president of Republic Food Products Co., Chicago, was



E. T. CLAIR



W. L. LEWIS

elected chairman of the Meat Section. Dr. W. Lee Lewis, Institute of American Meat Packers, is secretary.

"Studies in Processing Canned Meats" was the subject of the first speaker—E. J. Cameron, research laboratory, National Canners Association. The paper, prepared by J. Yesair, also of the N. C. A. research laboratory, and Mr. Cameron, was a brief progress report. Their paper will be published in an early issue of THE NATIONAL PROVISIONER.

The new type C army ration was explained in detail by Major J. H. Isker and Dr. R. A. White of the Chicago Quartermaster's Depot, U. S. Army. Type C is an emergency ration for issue to troops going into combat areas and is to be used when it is impossible to bring up regular rations. It is a canned product in which meat of one kind or an-

other is an important ingredient. The ration is packed in 300 by 407 key opening round cans, is high in nutritive value, palatable and satisfying. Packages of a new type biscuit and coffee are issued with the ration.

"Detection of Food Poisoning Bacteria" was discussed by O. B. Williams of the research laboratory of the National Canners Association. Procedure to be used to obtain samples for analysis, and the handling and analyses of these samples in the laboratory, were outlined and described. This address was very interesting and instructive and THE NATIONAL PROVISIONER regrets that it is unable to publish it. Members of the Meat Section may obtain a copy from the secretary of the National Canners Association.

Professional Education

The constructive work done by the American Can Co. to educate physicians, dentists, home economists, dietitians and nurses—all influential in influencing consumers' eating habits—in the dietetic values of canned goods, including meats, was described in a paper by Dr. M. A. Hay and Dr. R. W. Pilcher. This is published in this issue of THE NATIONAL PROVISIONER under the title "Professional Interest in Canned Meats."

"How Sales are Affected by Quality" was the subject of a short address by C. E. Martin, Illinois Meat Co., Chicago. Mr. Martin declared that it was his experience, gained over many years of producing and merchandising canned meats, that consumer demand of large proportions cannot be built for any product unless it is of high quality. The housewife who buys a canned meat which comes up to her expectations will come back for more. If the product does not satisfy her, she will not only refuse to buy any more of it, but her experience may also influence her to discontinue the use of all canned meats.

M. L. Laing, Armour and Company, Chicago, the last speaker of the session, told of results of his preliminary studies in the heat resistance of bacterial toxins.

This paper will also be published in a later issue.

PRESIDENTIAL INSPECTION

C. W. Beilfuss, president, Derby Foods, Chicago, pauses a moment during Canners' convention activities to look over the company's beautifully arranged and lighted display of meat products packed in tin and glass. The Derby Foods display was one of the most attractive at the convention.



Up and down the MEAT TRAIL

Sam Abraham Dies; Headed Abraham Bros. Packing Co.

Sam Abraham, 54, president of Abraham Bros. Packing Co., Memphis, Tenn., passed away on January 26 following a heart attack,



SAM ABRAHAM

shortly after returning from an extended stay in Florida. Mr. Abraham came to America from Austria-Hungary at the age of 13, moving to Memphis from Scranton, Pa., in 1910. At that time, he opened a retail grocery and meat market opposite the site of the company's modern main plant.

Morrell Contracts for Office Addition and Icing Project

Under the management of Mr. Abraham and his brothers, the company has expanded rapidly, the Dudley st. plant now employing approximately 250 workers. A \$15,000 addition to the company's Hollywood plant, located outside Memphis, was completed about a year ago and an additional building program doubling the concern's facilities completed during 1939.

Plans for a substantial addition to the general office building of John Morrell & Co. at Ottumwa, Ia., and for a new project designed to make ice deliveries to the company's refrigerator cars, have recently been completed.

The office addition, measuring 36 by 74 ft., will be three stories in height. The addition will incorporate air conditioning, sound deadening ceilings, indirect lighting and other modern features, and will increase floor space of the company's offices by 30 per cent.

Gobel Elects Officers

New car icing equipment being built by the company includes a 70-ft. tower, which will house briquette ice making equipment and a 125-ton storage bin. Below the storage bin, individual buckets holding several hundred pounds of ice will travel on a conveyor system, serving about 30 refrigerator cars.

Following officers were elected for the ensuing year at the recent annual meeting of Adolf Gobel, Inc.: John G. Bates, chairman and treasurer; Andrew E. Nelson, president; F. T. Spamer, vice president; Frank R. Bruce, secretary; David J. Hofer, comptroller, and W. L. Braby, assistant treasurer. In addition

to Mr. Bates and Mr. Nelson, the members of the board of directors include: Archibald MacLaren, American Steel Foundry; Lee S. Buckingham, president, Clinton National Bank; H. E. Richards, director of the Manufacturers Trust Co., and Frank R. Bruce of Scribner & Miller.

FRANKS AT BIRTHDAY BALL

President Roosevelt remains the patron saint of the frankfurter. For the good old fashioned hot dog, skin and all, played a prominent role in proceedings of the annual President's Birthday Ball at the Waldorf-Astoria, New York, on January 30.

Members of the Society of Amateur Chefs, Manhattan's unique organization of celebrities who are culinary hobbyists, focused attention upon the president's favorite snack. The amateur chefs appropriately presided over a frankfurter booth set up in the silver corridor of the ballroom, and sold hot dogs at a dime and a half a frankfurter. Proceeds will go into the "march of dimes" fund to fight infantile paralysis.

The National Sausage Casing Dealers' Association congratulated the Society of Amateur Chefs upon their perception and good taste in sponsoring the frankfurter booth. The frankfurters, donated by Swift & Company, were the new dinner-size in tenderized natural casings.

James Montgomery Flagg, noted artist and amateur sauce-pan and skillet expert, created the recipe for the hot dogs sold at the ball. Flagg's "frankfurters caliope," so-called because "they taste like a circus caliope sounds," according to Ben Irvin Butler, founder and executive director of the Society of Amateur Chefs, are dipped into a spicy sauce of catsup and Worcestershire.

MAYOR VISITS CUDAHY N. Y. PLANT

Mayor Fiorello La Guardia of New York City (second from right) and William F. Morgan (second from left), commissioner of markets, recently visited the new and modern Washington street plant of Cudahy Packing Co., taking great interest in its various departments. The mayor and commissioner are shown at the completion of their tour with Cudahy branch sales manager James J. O'Neill (left) and district manager Earl F. McKay.



Board Names Albert Goering Ideal Packing Co. President

Directors of the Ideal Packing Co., Cincinnati, O., recently elected Albert



A. W. GOERING

H. Goering, formerly vice president of the company, as president. Mr. Goering succeeded Charles Hauck, who had held the office of president for 20 years, and who accepted the post of treasurer. Mr. Goering has had 14 years of experience in the meat packing industry. A graduate of the University of Cincinnati, he supplemented his education with courses in plant superintendency and management offered by the Institute of American Meat Packers. The company's Idealized brand tender hams and other products have enjoyed a favorable reception in the Cincinnati market.

Chicago News of Today

G. A. Thorne, Wilson & Co., will be one of the keynote speakers at the Farm and Home week to be held at Iowa State College, Ames, during the middle of February. Mr. Thorne will talk on producer and packer cooperation.

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was a Chicago visitor this week.

Frank A. Blum & Sons, well known



MAKE MORRELL SALES PLANS

Southwestern sales representatives of John Morrell & Co. recently held a conference in Dallas, Tex. Morrell officials attending are shown here. Left to right: O. W. Maddox, Dallas district sales supervisor; H. C. Snyder, former sales manager at Topeka but now sales manager at Sioux Falls; R. M. Othwaite, general manager of Topeka plant, and Henry T. Quinn, now sales manager at Topeka.

meat wholesaling firm of Pittsburgh, Pa., was well represented in Chicago last week by Frank A. Blum, his son, William, and Larry Durkin.

Seventh annual sales convention of Agar Packing & Provision Co., Chicago, was staged at the Stockyards Inn on January 26 to 28. About 50 out-of-town representatives of the company, in addition to local salesmen, participated. A high point of the meeting was the salesmen's banquet, held on January 27 in the Gold Coast room of the Drake hotel.

Sol Morton, genial sales manager of Salzman Casing Co., has been passing out the cigars in celebration of the arrival of a second son on January 19. Small "Steve" Morton has not yet given consideration as to what branch of the industry he will select for his life work.

Stanley Hess, Hess-Stephenson Co., was in Memphis, Tenn. on January 28 to attend the funeral of Sam Abraham, president, Abraham Bros. Packing Co., Memphis.

H. J. Gramlich, secretary of the American Shorthorn Breeders Association, Union Stock Yards, Chicago, was a speaker on the Farm Week program at Michigan Agricultural College, East Lansing, Mich., this week. He has been a student of the animal fats situation for many years and sketched the background of the competition of domestic and imported vegetable oils for the visiting farmers.

H. Howard Biggar, department of publication, National Life Stock and Meat Board, sustained a broken shoulder when icy footing led to a fall on January 26. Informed by his physician that the humerus bone was broken, Mr. Biggar said he failed to see anything "humorous" about it. He hopes to return to his duties at the Board soon.

A total of 1,411 trucks arrived at the Union Stock Yards by 2:30 p. m. on Tuesday, January 16, setting a new all-time record for truck arrivals. The previous mark, established February 23, 1937, was 1,349 trucks. Number of hogs trucked in by 2:30 p. m. was 26,392 head, constituting a record. Cattle totaled 7,328, the second largest cattle run brought into the yards by truck.

New York News Notes

James D. Cooney, vice president; J. A. Hafner, refinery department, and R. C. Winkler, casualty department, Wilson & Co., Chicago, were visitors in New York last week.

P. C. Burns, head cattle buyer, Armour and Company, Chicago, was in the East last week and visited the plant of the New York Butchers Dressed Meat Co.

John Kollner, assistant secretary, Kollner's Inc., Jamaica, L. I., is convalescing rapidly at his home following an emergency appendectomy.

Trunz Employees Welfare Association held its eighteenth annual ball at Schwaben Hall, Brooklyn, on January 31.

George Terry, president, and Max Knispel, office manager, Mongolia Importing Co., New York, are enjoying the balmy breezes at Venice, Florida, while vice president Andrew Terry is working hard in an effort to forget his experience of being stranded in the Azores. He had been abroad and left Lisbon, Portugal, on the Clipper Ship for New York, when a severe storm forced them to land at the Azores and to remain there for 18 days. The s.s. Rex brought Mr. Terry and his fellow travelers back to the United States the first week of January.

Countrywide News Notes

Harold Feinberg, son of president A. G. Feinberg of the Feinberg Kosher Sausage Co., Kansas City, Mo., has left his studies at the University of Missouri and taken up duties with the company. Owing to his father's illness, young Mr. Feinberg is now serving in a supervisory capacity.

Jason B. Sabean was recently appointed to the sales force of the John E. Smith's Sons Company, Buffalo, N.Y., manufacturers of "Buffalo" sausage making machinery and packing-house accessories. Mr. Sabean is working out of the Boston area and is covering the New England states and part

(Continued on page 36.)

In the News 40 Years Ago

(From The National Provisioner, Feb. 3, 1900.)

The meat and provision trade was stirred to its depths by news of the death of Philip Danforth Armour, jr. on January 26 in Montecito, Cal. Mr. Armour was the second son of Philip D. Armour, patriarch of the packinghouse business and founder of Armour and Company. It was only a few weeks ago that P. D. Armour, jr. had gone West on account of the health of his son, P. D. Armour III. When he left Chicago he was in the very best of health and his death came as a complete surprise. His illness, congestion of the lungs, lasted less than 24 hours and none of his host of friends even knew that he had been ill. News of Mr. Armour's death caused real and general sorrow among the employees of Armour and Company in Chicago, where he was a member of the firm and had the respect and admiration of those with whom he came in contact. Mr. Armour was only thirty-one years old, making his sudden death even more tragic.

J. W. Boyle, recently returned to Seattle, Wash., from the Klondike, says there is not a fresh meat famine at Dawson as reported, but that two of the leading markets have cornered all the beef in town. Fore-quarters of beef were selling for 55 and 65 cents per pound and hind-quarters at 75 cents per pound.

In the News 25 Years Ago

(From The National Provisioner, Jan. 30, 1915.)

The most radical action in connection with food supplies yet taken in the present war was the order issued this week by the German government authorizing the seizure of all private food supplies, both grain and meat, and their conservation for general use. Holders will be paid by the government, which will deal the supplies out to the people as needed. The order also applies to livestock and provides for the slaughter of all surplus animals beyond a stated number, and their conversion into cured meats to be stored for future use.

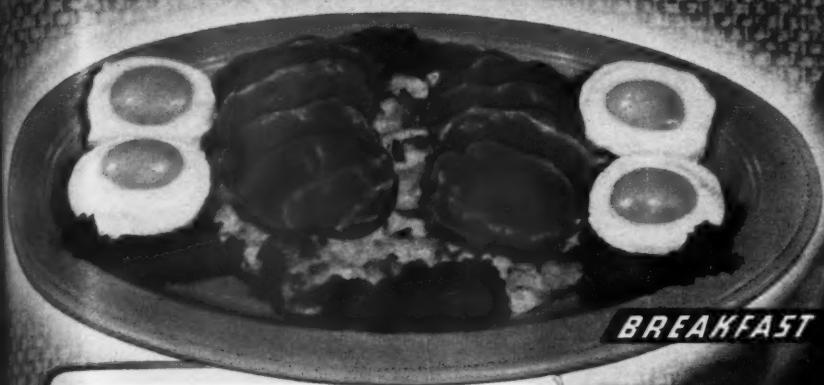
Quite an alarming discussion has been started in the newspapers by a man known as Henry J. Williamson, who is being described by the daily press as the "statistician of the United States Department of Agriculture." He is quoted as saying that beefsteak will soon be 50 cents per pound, that shoes soon will cost a minimum of \$10 a pair, that fully 300,000 head of cattle have been shipped to France since the outbreak of the war, and that the visible supply of cattle in this country has dwindled to 35,000,000 head. Of course these statements are absolutely wrong and, needless to say, the Department of Agriculture never even heard of the man until it began receiving press clippings about him. The National Provisioner, in fairness to the government and to everybody concerned, is taking this opportunity to correct the statements.

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BREAKFAST

Cut yourself a bigger slice of
Canadian Style Bacon sales

... with

"TEE-PAK" CASINGS

Retail sales of Canadian Style Bacon are on the upswing. Chalk up a larger share of profits on this increasingly popular item—by offering it to your trade in "TEE-PAK"—the casing does a big part of the selling job! How "TEE-PAK" can bring you more sales—through improved appearance, product identification, keeping qualities, and sales appeal is a story any "TEE-PAK" representative will be glad to tell you!

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1019 West 35th Street, Chicago, Illinois

TRANSPARENT PACKAGE CO. OF CANADA, LTD.
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Brilliance

Lustrous "TEE-PAK" casings captivate the eye—with a brilliance that adds glamor and salability to the products they protect.



TRANSPARENT PACKAGE COMPANY...CHICAGO, U.S.A.

PROCESSING *Methods*

New Color Rules

U. S. Bureau of Animal Industry has issued new instructions concerning coloring matters permitted in meat and meat food products and methods of application. Effective date of the notice was February 1.

(a) The following dyes may be used in official establishments for mixing with prepared fats or application to sausage casings, subject to sampling for laboratory examination and approval at the discretion of the inspector in charge:

1.—The natural coloring matters alkanet, annatto, carotene, and cochineal.

2.—Coal tar dyes as follows, subject also to certification by the manufacturer and the furnishing of authoritative evidence to the inspector in charge that the dyes have been certified by the U. S. Department of Agriculture under the federal Food, Drug, and Cosmetic act, approved June 25, 1938, for use in connection with foods:

NAME	FORMER NAME
FD&C Blue No. 1	Brilliant Blue FCF
FD&C Blue No. 2	Indigotine
FD&C Green No. 1	Guinea Green B
FD&C Green No. 2	Light Green SF Yellowish
FD&C Green No. 3	Fast Green FCF
FD&C Orange No. 1	Orange 1
FD&C Orange No. 2	Orange SS
FD&C Red No. 1	Ponceau SR
FD&C Red No. 2	Amaranth
FD&C Red No. 3	Erythrosine
FD&C Red No. 4	Ponceau SX
FD&C Red No. 32	.....
FD&C Yellow No. 1	Naphthol Yellow S
FD&C Yellow No. 2	Naphthol Yellow S—Potassium Salt
FD&C Yellow No. 3	Yellow AB
FD&C Yellow No. 4	Yellow OB
FD&C Yellow No. 5	Tartrazine
FD&C Yellow No. 6	Sunset Yellow FCF

3.—Mixture of two or more dyes mentioned in paragraphs 1 and 2, or a mixture of one or more of the dyes with harmless inert materials, such as common salt or sugar.

(b) Provided the dyes do not penetrate into the product, sausage and other meat food product in animal or hydrocellulose casings may be colored artificially by dipping, spraying, or cooking the product in a solution of approved dye.

When penetration of the dye is observed, all dyed portions of the over-treated product shall be removed and condemned, after which the uncolored portions, if otherwise acceptable, may be reworked. No greater tolerance for penetration shall be allowed for product in hydrocellulose casings than for product in animal casings. The presence of a visible ring of dyed product appearing when links or pieces of the colored product are cut or broken is evidence of penetration.

This notice, which is based on B. A. I.

order 211 (revised), regulation 18, section 6, paragraph 3 as amended by amendment 7, dated July 25, 1933, shall be effective on February 1, 1940. It supersedes the following notices in Service and Regulatory Announcements and will appear in an early issue of that publication:

"Permitted Coloring Substances," June, 1919, page 61; "Addition to List of Permitted Colors," October, 1922, page 114; "Coloring Sausage Casings by Cooking in Lieu of Dipping," January, 1923, page 2; "Addition to List of Permitted Dyes," April, 1927, Page 27; "Addition to List of Permitted Dyes," March, 1929, page 26; "Addition to List of Permitted Dyes," August, 1929, page 71.

It also supersedes circular letter 1493, dated September 22, 1927.

All dyes on hand which meet previous requirements may continue to be used until exhausted, but not beyond April 30, 1940.

FREEZING FOR LATER CURE

A packer inquires about the advisability of freezing meats for cure. He says:

Editor THE NATIONAL PROVISIONER:

We should like to know if it is advisable to freeze fresh picnics for curing later on. If so, what procedure should be followed in thawing out the meats?

The practice of freezing cuts and defrosting and curing the meat as needed is almost universally accepted as superior to the older method of curing and backpacking.

When the frozen cuts are to be used they may be defrosted by spreading on shelves or tables in a temperature of 65 degs. F., the room being provided with good air circulation. Or, the cuts may be defrosted in pickle in a vat equipped with heating coils. The pickle may be heated by pumping through double pipe coils and then returning it to the vat. Defrosting is more rapid and satisfactory if the pickle is agitated by circulating it through a pump or by injecting air into the solution at the bottom of the vat.

Picnics and hams are usually defrosted by immersing them in an equal weight of warm plain pickle of 25 degs. strength. The product chills the pickle which is then heated to a temperature of 45 degs. F. and agitated. The picnic or ham is fully defrosted and can be removed for curing when the internal temperature reaches 38 degs. F.

Product that has been frozen will cure in about one-fourth less time than unfrozen green meats.

MAKING COOKED SALAMI

A Midwestern sausage manufacturer wants a formula and processing directions for a cooked, unsmoked salami. He writes:

Editor THE NATIONAL PROVISIONER:

Do you have a formula for a cooked, unsmoked salami? I believe I have seen such a formula in the magazine at some time. If so, I should like to have it.

Cooked salami is made in a number of ways. Product made according to directions which follow is cooked in the smoke house or in a steam house, but it is not smoked. The following meats are used:

33 lbs. lean boneless chucks
33 lbs. extra lean pork trimmings
34 lbs. regular pork trimmings

Grind beef chucks through ¾-in. plate and pork through ½-in. plate. Mix all meats for three minutes with following curing and seasoning ingredients:

3 lbs. salt
6 oz. refined corn sugar
3 oz. sodium nitrate
7 oz. cracked black pepper
1 oz. ground cardamom
¾ oz. garlic

Many packers have found convenience in use of ready prepared or specially prepared seasonings, as manufactured by reputable firms, in making their sausage products. Such seasonings also insure that each batch of sausage will be flavored like other batches of the same kind.

Shelve meat in cooler at 38 degs. F. and hold until cured. The meat is stuffed tightly in beef bungs, which are then wrapped with twine, or in corresponding artificial casings. Hold in the cooler for 24 hours at 38 degs.

Salami is cooked in a smokehouse without smoke or in a steam house. Beginning temperature is 80 degs. F. and is raised over 2 hours to 100 degs. Thereafter temperature is raised gradually over 14 to 16 hours to 160 degs.

Sausage must have an internal temperature of at least 148 degs. when finished although this may be reached within a shorter cooking time if desired. Shower product with hot water and then with cold and hang in dry room until cool.

SAUSAGE TROUBLES

Has your bologna come down with "green center," or do your franks have "rubber skins"? Such ailments are diagnosed in THE NATIONAL PROVISIONER's new book, "SAUSAGE AND MEAT SPECIALTIES." Write for leaflet describing the book.

Look Out for the SWOOSE!



REMEMBER the story of the experimental farmer who produced such curious cross-breeds — one of them by crossing the Swan and the Goose?

You too may have a *Swoose* on your hands, if you're not careful. When your thoroughbred York equipment requires new parts, you can *replace* worn parts with *inefficient* imitations of the real thing, or you can RENEW worn parts with genuine York Renewal Parts.

Quite frankly, we are afraid that parts other than genuine York Renewal Parts may get into York machines. Home-made replacements simply cannot deliver the work with the efficiency or safety required, whereas genuine York Renewal Parts include all improvements and often modernize your equipment.

Look in the classified section of your phone book for the York Trade-Mark and call for a York Engineering Representative to check over your plant. Stop trouble before it starts and save money.

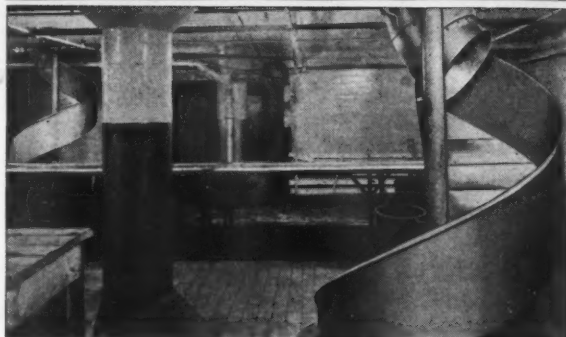
Headquarters for Mechanical Cooling Since 1885



See the latest York equipment at the showroom of the York Branch or Distributor nearest you.

Refrigeration and Air Conditioning for every Industrial Application • Comfort Air Conditioning for every type of Store, Restaurant, Office, Hotel, Institution or Residence • Marine Refrigeration and Air Conditioning • Yorkaire Automatic Heating • Refrigeration for every Commercial Use; Hotel and Restaurant Refrigerators; Beverage Dispensing Equipment • Flake Ice Machine—Ribbon Ice in 60 Seconds • Dairy and Ice Cream Plant Equipment • Refrigeration Accessories and Supplies.

Modern...Time-Saving... Sanitary and CORROSION-FREE



There Is a Place for One or More Meat Spirals in Your Plant

Move meat cuts faster — without power — 20 floors or 2 — under the most sanitary conditions with Standard Steel Spiral Chutes.

Stainless steel provides the advantage of complete sanitation plus low maintenance costs because it is impervious to the effects of costly corrosion. Write for complete information describing Standard Stainless Steel equipment for meat packing plants.

STANDARD CONVEYOR COMPANY
North St. Paul, Minn.

Standard
**STAINLESS STEEL
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REFRIGERATION *and Air Conditioning*

MEAT PLANT REFRIGERATION

A Complete Course for
Executives and Workers
Prepared by—

The National Provisioner

LESSON 52

Pointers on Condenser Operation

DIRT and foreign matter on the cooling surfaces of condensers reduce the rate at which heat is transferred from ammonia gas to cooling water. Fouled condenser cooling surface is a common condition in meat plants. Foreign material deposited on tubes is picked up by the water from the air and may not be discernible to the eye. It consists of dust, dirt, cinders and water-soluble gasses which settle out on the tubes to form gum, grime and slime.

Fungus and algae growths thrive in this muck. Algae are not readily detected, but their presence in a condenser is particularly objectionable because they provide the medium with which foreign matter is bound to the tubes. Chemical treatment of cooling water kills vegetable growths and releases dirt, which collects in water sump.

A round wire brush is used to remove deposits from pipe surfaces of shell and tube condensers. An air-driven tube cleaner is required to remove hard scale. Chemical corrosion can be prevented by testing periodically and by neutralizing the circulating water by chemical treatment.

Removing Oil

Inspection at regular intervals and thorough cleaning, when required, improve condenser performance and widen the water temperature split. Cost of cleaning labor is small compared with saving in power resulting from lower condenser pressure.

Fouled cooling surfaces of atmospheric condensers are detected by visual inspection. Oil must also be considered. Some of the oil used to lubricate compressor cylinder and valves is vaporized by compression and heat. This oil vapor condenses in the condenser and, as it is heavier than liquid ammonia, it settles

out on the cooling surfaces. Small quantities of oil in a condenser do not handicap operations appreciably, but oil is a foreign substance and should be removed. Oil in a condenser serves no useful purpose and if not drained periodically will overflow and settle in the low side, where it may do considerable damage.

A ½-in. stop valve is large enough to draw off oil. The valve is merely cracked and the oil is drained slowly. If this valve is opened wide, liquid ammonia instead of oil will flow, and the operator may be forced to retire and may not be able to return in order to close the stop valve.

Operators should take every precaution when working on the high side when it is under condenser pressure. Oil absorbs ammonia. When ammonia saturated oil is drained it expands into a frothy mixture with a volume several times that of pure oil. The ammonia will evaporate from the oil and the froth will eventually disappear. After

oil has regained its normal consistency it may be clarified, filtered and re-used. Oil to be treated for re-use should be drained from the condenser into clean receptacles.

Liquid drain lines from condensers should be ample in size. They are often too small. Liquid drain lines of large size permit back flow of ammonia gas. Ammonia valves in liquid lines should be installed on their side; if installed vertically, the web or dam of the valve closes off about five-eighths of available pipe diameter. A line will drain practically free of liquid if the valve is installed on its side.

Maximum ammonia liquid flow should not exceed one-fourth the capacity of the pipe. Line should have no pockets or low spots and should be installed with a uniform pitch of not less than one-eighth inch per foot.

The Equalizer Line

An equalizer gas line of ample size cross connects all condenser stands and all condensers of the shell type. This line ties in with top of liquid receiver and is connected to highest point in the pipe types. It is installed several feet above liquid level drain on shell types.

Condensers are closed vessels. Unless an equivalent amount of gas replaces drained liquid, the condenser becomes gas bound and liquid will not drain from it. What happens can be demonstrated by an experiment with an uncorked, inverted bottle of water. The water does not drain freely from the bottle. However, the water will flow readily if a glass tube is inserted through the water so that air can flow into the space between the bottom of the bottle and the top of the water.

Incoming hot gas lines are designed to provide uniform distribution of ammonia gas to each condenser. These lines should be of ample size. Water lines to condensers should also have plenty of capacity and valves should be installed so that water volume can be regulated. Variations in main line pressure will cause unequal distribution of water to condensers and regulation of flow is required. Handles of water regulating valves should be placed in a position convenient for the operator.

Location for Condensers

There should be a thermometer in the liquid ammonia line so that temperature of returning anhydrous can be determined. Thermometer should be inserted into a steel well screwed into liquid line. Bottom of this well should extend to bottom of line so that the well will be in contact with liquid at all times. If a thermometer is broken, the portion remaining in the well should be re-

PACKERS' COSTS AND EXPENSES

Packers well informed on costs go into the market with product priced correctly, while those lacking adequate cost information often overlook items which should be included in their total expense. As a result, their selling prices are out of line, making profitable operation difficult for them, as well as for others in the area.

In response to a demand for dependable information on packinghouse costs, THE NATIONAL PROVISIONER has published some general principles of packinghouse accounting applicable to plants of varying size. Among the points covered are:

Classification of costs; cash receipts and payments; sales department accounting; physical and book inventories; pay roll systems; transfer, production, department, voucher, check records, etc.

Reprint of this information is available. Use coupon below in ordering, enclosing 25c in stamps.

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago, Ill.

Please send copy of reprint on "Packers' Costs and Expenses."

Name

Street

City State.....

(Enclosed find 25c in stamps.)

moved and the well filled with oil until the broken thermometer is replaced. If this is not done, water will collect in the well and will freeze in cold weather and broken well casing and an ammonia leak will probably result.

Condensers should be installed where they will be shielded from direct rays of the afternoon sun. Heaviest refrigeration load comes in the afternoon after chill rooms are full of hot carcasses. To add heat from the sun's rays to the load, places an unnecessary burden on the refrigerating plant at a time when it may already be overburdened. There should be free circulation of air around the condensers; otherwise, they are likely to become heat bound.

A weatherproof compound pressure gauge calibrated from 30 in. of vacuum to 300 lbs. pressure is required to indicate condenser pressure. The gauge should have a steel movement as steel is not affected by ammonia fumes. Vacuum calibration is required when the system is pumped out to make repairs. A gauge which will register high pressure is needed during pressure tests on the condenser after pipe or tube renewals.

Factors Influencing Costs

Cost of refrigeration is influenced by efficiency of the condenser and operating costs should be considered when this equipment is selected. Pressure to be carried should be determined by the cost of water and power. Circumstances will dictate whether it is more economical to use a condenser with limited cooling surface, in which event more water must be pumped, or to install one with more cooling surface and to obtain a wider temperature split with less water.

Another factor affecting cost of refrigeration is the temperature of liquid ammonia delivered by the condenser. A low temperature liquid permits use of smaller compressor capacity and, consequently, requires less power per ton of refrigeration. As the temperature of the liquid increases, power cost per ton of refrigeration goes up.

Amount of cooling surface and quality, temperature, chemical properties and cost of pumping water should be considered when selecting a condenser. Thought should also be given to facilities for cleaning and locations where condenser can be installed.

QUESTIONS

(For the student to answer.)

If a return bend on an atmospheric condenser cracks, what can be done to keep the system in operation?

How can a small hole in a pipe of an atmospheric condenser be plugged without shutting down?

What is the normal color of algae?

If water absorbs 100 times its value of ammonia, how is an ammonia leak detected without testing the water?

Would you use a centigrade or fahrenheit thermometer to obtain liquid ammonia temperature?

Should the thermometer used to measure liquid ammonia temperature have a brass case?

Should a brass pressure gauge be used on an ammonia condenser? Why?

EDITOR'S NOTE.—Methods employed to remove foreign gases from the refrigerating system will be discussed in lesson 53.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, January 31, 1940, or nearest previous date.

	Sales. High. Low.		—Close.—	
	Week ended Jan. 31.	Jan. 31.—	Jan. 31.	Jan. 24.
Amal. Leather.	800	2 1/4	2 1/4	2 1/4
Do. Pfd.	100	16 1/4	16 1/4	16 1/4
Amer. H. & L.	2,200	5 1/4	5 1/4	5 1/4
Do. Pfd.	400	35	35	35
Amer. Stores.	500	12 1/4	12 1/4	12 1/4
Armour III.	11,000	5 1/4	5 1/4	5 1/4
Do. Pr. Pfd.	1,300	49	49	49
Do. Pfd.	.....	.....	.....	58 1/2
Do. Del. Pfd.	700	109 1/4	109 1/4	108
Beechnut Pack.	800	127	126 1/4	127
Boback, H. C.	.....	.....	.....	1 1/4
Do. Pfd.	.....	27 1/4	27 1/4	27 1/4
Chick. Co. Oil.	200	11 1/4	11 1/4	11 1/4
Childs Co.	1,200	4 1/4	4 1/4	5
Cudahy Pack.	700	14	14	14
Do. Pfd.	100	64	64	60
First Nat. Strs.	1,700	44 1/4	44 1/4	45
Gen. Foods.	7,300	47 1/4	47 1/4	48
Do. Pfd.	.....	.....	.....	117
Glidden Co.	1,400	17 1/4	17 1/4	18
Do. Pfd.	700	42	42	42
Gobel Co.	3,400	2 1/4	2 1/4	2 1/4
Gr. A. & P.	.....	.....	.....	.....
1st Pfd.	25	135	135	134 1/4
Do. New.	100	112	112	112
Hormel, G. A.	.....	.....	.....	32
Hygrade Food.	2,300	2 1/4	2 1/4	2 1/4
Kroger G. & B.	5,000	28 1/4	28 1/4	28 1/4
Libby McNeill.	2,300	6 1/4	6 1/4	6 1/4
Mickelberry Co.	1,500	3 1/4	3 1/4	3 1/4
M. & H. Pfd.	150	3 1/4	3 1/4	3 1/4
Morrell & Co.	.....	.....	.....	44 1/2
Nat. Tea.	600	3 1/4	3 1/4	3 1/4
Proc. & Gamb.	4,000	68 1/4	68 1/4	68 1/4
Do. Pfd.	300	114 1/4	113	115 1/4
Rath Pack.	.....	.....	.....	53 1/2
Safeway Strs.	6,600	48	47 1/4	48
Do. 5% Pfd.	250	106	106	106 1/4
Do. 6% Pfd.	10	114	114	113
Do. 7% Pfd.	300	114 1/4	114 1/4	114
Stahl Meyer.	.....	.....	.....	2
Swift & Co.	5,550	22 1/4	22 1/4	23
Do. Intl.	1,300	32	31 1/4	32 1/4
Trunz Pork.	100	8 1/4	8 1/4	8 1/4
U. S. Leather.	1,000	5 1/4	5 1/4	5 1/4
Do. A.	500	9 1/4	9 1/4	9 1/4
Do. Pr. Pfd.	.....	.....	.....	70
United Stk. Yds.	100	2	2	2
Do. Pfd.	400	7 1/4	7 1/4	7 1/4
Wesson Oil.	400	24 1/4	24 1/4	24 1/4
Do. Pfd.	200	70	70	71
Wilson & Co.	8,800	5 1/4	5 1/4	5 1/4
Do. Pfd.	1,600	59 1/4	59 1/4	59 1/4

PACKING INDUSTRY BUSY

As packinghouse production rose in December, 1939, by 9.6 per cent over November volume and 14.8 per cent over the level of December, 1938, industry payrolls were 18 per cent higher than a year earlier. Both employment and wage payments have increased considerably in recent months; the index of employment in November, 1939, was 107.9 against 102.3 in November, 1938. The Federal Reserve Bank of Chicago reports that production at inspected plants during the first two weeks of January was about 20 per cent heavier than in 1939.

FINANCIAL NOTES

A quarterly dividend of 50c per share has been declared by Compania Swift Internacional. The dividend is payable on March 1 to shareholders of record February 15.

Armour Now Buys on Current Selling Basis

INVENTORY losses have been the rule during the first quarter, but this year we have adopted and put into effect a policy of buying with the idea of selling currently rather than speculating on product which cannot be sold until some months hence," declared George A. Eastwood, Armour and Company president, in reporting to shareholders at the annual meeting in Chicago this week.

"While we have not neglected to provide for the normal requirements of later days," he explained, "neither have we let undue optimism over improved business conditions lead us astray. As a result, we have avoided the heavy inventory losses usual during the first quarter of the year."

Over 63 per cent of the Armour shareholders were represented in person or by proxy at the annual meeting. Mr. Eastwood reported that business had been profitable with tonnage at near-record levels during the first quarter of the new fiscal year. Speaking of the company's foreign business, Mr. Eastwood said:

Effect of the War

"The British government has recently instituted a meat control program covering all slaughtering operations in the British Isles and all importations of meat from abroad. We do not see that this program will adversely affect the company's business. We have no slaughtering operations in the United Kingdom. Shipments of product from this country have long been subject to quota and price restrictions.

"Our branches in the United Kingdom have for some months been serving simply as selling agencies for the British government. While the arrangement is not one which we would favor in peace times, we regard it as satisfactory under existing conditions and to date it has not prevented us from earning reasonable profits on the goods and service we are supplying from this country and from South America."

The shareholders re-elected the following directors: Frederick H. Prince, A. Watson Armour, James R. Leavell, D. R. McLennan, Charles J. Faulkner and Robert H. Cabell, and elected Mr. Eastwood to the directorate. Mr. Eastwood and the first four named were elected for three year terms and Mr. Faulkner and Mr. Cabell for one year.

At the directors' meeting following all officers were re-elected and Harvey G. Ellerd was elected vice president. Mr. Ellerd has been associated with the company for 33 years and for the last nine has been director of personnel. Charles J. Faulkner was reappointed general counsel; John Potts Barnes was named assistant counsel, and Walter C. Kirk, general attorney. Mr. Kirk has spent 32 years with Armour and Mr. Barnes five years.

Pork and Lard Prices Ease in Spite of Brisk Trading

Good carlot movement at lower prices—FSCC buys 5,000,000 lbs. of lard—Lard futures lower on liquidation and hedge selling—Fresh pork prices decline after early gain with hogs.

THERE was a good movement of product in a carlot way this week, but volume was not so large as in some recent periods. General price level eased off somewhat; green regular hams held reasonably firm. Consumptive demand has been broad but most pickled pork has moved through smokehouse channels. More fresh and frozen product is being bought for export.

December exports of fresh and frozen pork totaled 6,700,000 lbs., an increase of more than 2,000,000 lbs. over November and more than 5,000,000 lbs. over December 1938.

There was broad trade in lard during the first four days of the week and the FSCC purchased nearly 5,000,000 lbs. Lard prices continued to ease off, however, with increases in storage stocks and continued heavy hog runs.

LARD

Lard prices were easier again this week as production continued far beyond trade needs. Accumulation continued and stocks at the principal market centers of the country are likely to be something over 50,000,000 lbs. greater than the totals of January 1. Hog receipts have been heavy but include a considerable percentage of light hogs and pigs which produce a relatively low yield of lard.

On February 1 the FSCC announced the purchase of 4,891,800 lbs. of lard for relief distribution under the stamp plan. Lard exports for 1939, totaling 277,000,000 lbs., were more than 70,000,000 lbs. above 1938. Although December exports were slightly smaller than in December, 1938, the general export outlet is better than in a number of years.

The possible reduction in hog supplies is a bullish factor in the market. It is believed that current marketing of light hogs and pigs is sure to affect lard production later on. The low price of lard has resulted in broader distribution and in its use by many families formerly using other shortenings.

The futures market remained under the influence of hedge selling and liquidation during the first four days of this week. It is further affected by unsteadiness in other commodity markets. The open interest in lard enlarged from day to day, climbing to nearly 124,000,000 lbs. by midweek, with the buying difficult to trace. Demand was easily satisfied and there was difficulty in holding price rallies. Some of

the buying this week was credited as being against sales of cottonseed oil futures by spreaders. There was a broad domestic trade but prices were easy. The price of loose lard was very close to that of choice white grease at times.

At Chicago on Thursday cash lard was quoted at 5.97½ nominal, loose at 5.15 nominal, neutral in tierces 7.00 nominal and raw leaf 5.00. Refined lard was quoted at 7¼c.

Good demand but a barely steady price tone was reported at New York. Both prime western and middle western were quoted at 6.50 @ 6.60c; New York City in tierces 6c and tubs 6¼ @ 6½c; refined continent 6½ @ 6¾c; South America, 6½ @ 6¾c; Brazil kegs, 6½ @ 6¾c; shortening in carlots, 9½ and smaller lots 9¾c.

HOGS

Hog receipts during the first four days of the week continued large with a generous sprinkling of light unfinished hogs and pigs in the runs at most points. There is a feeling in trade circles that the sacrifice of these fall pigs and unfinished hogs at this time is certain to influence receipts later on. Farmers who have to buy corn for their hogs are not inclined to pay present corn prices to finish low priced hogs. Others who had a plentiful supply of corn have participated in government corn loans and

(Continued on page 30.)

Export Developments

BRITISH Ministry of Food has announced an increase in the bacon ration from 4 to 8 ounces per week per person, effective January 29, according to a report received by the Institute of American Meat Packers.

* * *

PRELIMINARY reports indicate that exports of fresh pork from the United States in December, totaling 6,722,000 lbs., were almost three times as large as shipments in November. It is believed that most of the increase was in exports to Canada.

* * *

South American countries and Continental neutrals have been buying more American lard in recent months, but this trade is reported to have fallen off in December, due partly to difficulties in obtaining exchange. During November, 1939, 3,999,000 lbs. of U. S. lard was exported to Belgium; 1,274,000 lbs. to Sweden; 1,316,000 lbs. to Mexico; 1,772,000 lbs. to Colombia, and 1,943,000 lbs. to Venezuela. Exports to all these countries during November, 1938, totaled only 1,559,000 lbs.

1939 Pork Exports Rise; Imports Down

VOLUME of meat imports is down and that of exports has risen. Ever since the outbreak of war in Europe, pork imports have been declining and December receipts were almost negligible. Importation of canned beef has continued in considerable volume, although imports in December, 1939, were well under those of a year earlier. Total beef imports in December were only about half those of a year earlier and total pork imports for the month were only 801,000 lbs.

DECEMBER IMPORTS.

	Dec., 1939. lbs.	Dec., 1938. lbs.
Beef—		
Beef, fresh	90,907	170,088
Veal, fresh	11,998	4,026
Beef and veal, pickled or cured	312,252	99,385
Beef, canned	3,351,024	6,818,905
Total beef and veal...	3,766,181	7,092,254
Pork—		
Pork, fresh	140,493	250,649
Hams, shoulders, bacon...	544,427	4,332,454
Pork, pickled, salted and other	116,319	298,617
Total pork	801,239	4,881,720

DECEMBER EXPORTS.

	1939, lbs.	1938, lbs.
Beef—		
Beef and veal, fresh....	992,685	680,619
Beef, cured	363,665	909,967
Beef, canned	175,090	204,566
Total beef and veal...	1,531,440	1,795,152
Pork—		
Fresh and frozen.....	6,722,123	1,435,419
Cumberland and Wilt- shires	2,385,972	425,624
Hams and shoulders....	4,056,081	3,409,890
Bacon	1,599,604	842,780
Pickled	1,644,723	1,042,420
Canned	1,013,208	902,992
Total pork	17,391,706	8,039,125

Lard—		
Lard	18,916,611	19,198,389
Sausage—		
Sausage	291,308	249,806
Sausage ingredients	159,698	120,946

12 MONTHS IMPORTS.

	1939, lbs.	1938, lbs.
Beef—		
Beef, fresh	2,353,633	1,684,128
Veal, fresh	175,618	102,392
Beef and veal, pickled or cured	2,164,794	1,559,566
Beef, canned	85,862,876	78,597,007
Total beef and veal....	90,556,921	81,893,093

Pork—		
Pork, fresh	2,278,914	4,287,253
Hams, shoulder and bacon	36,324,162	44,347,264
Pork, pickled, salted and other	2,368,732	3,749,209
Total pork	40,966,808	52,382,726

12 MONTHS EXPORTS.

	1939, lbs.	1938, lbs.
Beef—		
Beef and veal, fresh....	6,214,186	4,737,841
Beef, cured	7,860,132	7,199,139
Beef, canned	1,588,396	2,051,308
Total beef and veal....	15,162,743	13,988,288

Pork—		
Fresh and frozen.....	31,246,054	9,254,573
Cumberland and Wilt- shires	5,769,775	1,080,950
Hams and shoulders....	57,879,112	52,215,649
Bacon	10,590,063	9,682,386
Pickled	14,971,667	14,082,195
Canned	9,086,301	5,737,041
Total pork	129,542,972	95,632,794

Lard—		
Lard	277,271,534	204,603,392
Sausage—		
Sausage	3,087,007	2,559,104
Sausage ingredients	2,549,664	1,790,903

For the calendar year 1939, beef im-

ports, consisting largely of canned beef, were approximately 9,000,000 lbs. greater than in 1938. Pork imports for the year dropped over 11,000,000 lbs., the entire decrease being registered in the last four months of the year.

Exports of pork more than doubled during December compared with the same month a year earlier, but lard exports for the month were slightly smaller. Exports of all other items exceeded those of December, 1938, and November, 1939; this expansion was particularly notable in fresh and frozen pork and Cumberlands and Wiltshires. While exports of cured meats increased, there was no such rise as in the products listed above.

More than three times as much fresh and frozen pork was exported during the calendar year 1939 as in 1938. A similar increase was shown in the volume of Cumberland and Wiltshire sides exported. Lard shipments for the year were 72,000,000 lbs. greater than in 1938.

Pork and Lard Markets

(Continued from page 20.)

sealed their surplus. However, the supply of good hogs is still plentiful and so far there has been no evidence of curtailment in receipts. At Chicago this week the bulk of good and choice, 180- to 240-lb. hogs sold within a \$5.25 to \$5.55 price range, with 240- to 330-lb.

kinds moving from \$4.85 to \$5.35. Demand was strongest at Chicago for medium and heavyweight butchers, which paid out somewhat better than lightweights.

FRESH PORK

Fresh pork prices were higher early in the week on a smaller local supply of hogs and lighter cutting. Demand was fair and most averages of loins were quoted $\frac{1}{2}$ @ 1c higher. However, with declining hog prices at mid-week and more generous supplies, prices eased off and loins on Thursday were quoted only $\frac{1}{2}$ c higher than a week earlier. Light Boston butts were slightly above last week with the heavier weights unchanged to easier. As has been true in recent weeks, there was a broad movement but permanent firming up of price levels has been restricted by heavy supplies.

SAUSAGE MATERIALS

Demand for fresh regular pork trimmings was rather good throughout most of the period and prices were firm to higher at the close at 5c, compared with $4\frac{1}{2}$ @ $4\frac{1}{2}$ c a week earlier. Packers' ideas were stronger at the close; up to $5\frac{1}{2}$ c was asked by some houses. Special lean trimmings were quoted at 11c and extra lean at $12\frac{1}{2}$ @ $12\frac{1}{2}$ c. Fresh blade meat was reported well cleaned up on the Chicago market. Beef trimmings were easy at $8\frac{1}{2}$ @ $8\frac{1}{2}$ c, compared with 9c a week ago. Boneless chucks were unchanged and bullmeat $13\frac{1}{2}$ @ $13\frac{1}{2}$ c.

(See page 39 for later markets.)

Hog Cut-Out Results

THERE was little average change in the price of good hogs during the first four days of this week compared with a week earlier and product prices, while showing some weakness at times, averaged approximately the same as during the previous period. Cutting results on the lighter averages were slightly less favorable than last week.

Live hog prices weakened as the week progressed, the top on Wednesday and Thursday at \$5.60 being 30c under Monday's top and 10c under Tuesday's. The average price during the latter half of the week at \$5.20 was 20c under Monday's average and 5c under Tuesday's. Heavy receipts accounted for price easiness. Good order buying on Monday, coupled with moderate receipts, resulted in higher prices on that day.

Demand was good for mediumweight and heavy butchers. Prices on these kinds remained fairly firm—better than on the 210-lb. kinds and down. Light and unfinished hogs met a slow outlet and these grades continued in fairly large supply with some heavier weights lacking finish.

Receipts at the 11 principal marketing centers for the four-day period totaled 366,000 head, 1,000 more than a week ago, 153,000 more than a year ago and 108,000 more than two years ago.

The test on this page is worked out on the basis of live hog costs and product prices at Chicago.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-240 lbs.			270-300 lbs.		
Regular hams	14.00	12.8	\$ 1.79	13.70	12.4	\$ 1.70	13.50	11.8	\$ 1.59
Picnics	5.60	7.6	.43	5.40	7.3	.39	5.10	7.3	.37
Boston butts	4.00	9.2	.37	4.00	9.0	.36	4.00	8.8	.35
Loins (blade in)	9.80	10.2	1.00	9.60	10.0	.96	9.10	9.3	.85
Bellies, S. P.	11.00	9.4	1.03	9.70	8.9	.86	3.10	6.7	.21
Bellies, D. S.				2.00	4.5	.09	9.90	4.5	.45
Fat backs	1.00	3.0	.03	3.00	3.3	.10	4.50	3.6	.26
Plates and jowls	2.50	3.6	.09	3.00	3.6	.11	3.30	3.6	.12
Raw leaf	2.10	4.7	.10	2.20	4.7	.10	2.10	4.7	.10
P. S. lard, rend. wt.	12.40	5.2	.64	11.00	5.2	.57	10.20	5.2	.53
Spareribs	1.60	6.2	.10	1.60	6.1	.10	1.50	6.0	.09
Trimnings	3.00	4.6	.14	2.80	4.6	.12	2.70	4.6	.12
Feet, tails, neckbones	2.00		.05	2.00		.04	2.00		.04
Offal and miscellaneous .....			.24			.24			.24
TOTAL YIELD AND VALUE	69.00		\$ 6.01	70.00		\$ 5.74	71.00		\$ 5.32
Cost of hogs per cwt.		\$ 5.57			\$ 5.45			\$ 5.09	
Condemnation loss .....		.03			.03			.03	
Handling and overhead .....		.52			.44			.36	
TOTAL COST PER CWT ALIVE		\$ 6.12			\$ 5.92			\$ 5.48	
TOTAL VALUE		6.01			5.74			5.32	
Loss per cwt. ....		.11			.18			.16	
Loss per hog .....		.22			.41			.46	

WEEK'S TRADING IN LARD

Fri., Jan. 26.—Sales: May, 11; Sept. 10; total, 21 sales.

Open interest: Jan. 2; Mar. 191; May 1421; July 593; Sept. 189; Oct. 18; total, 2414 lots.

Sat., Jan. 27.—Sales: Jan. 4; May 17; July 15; Sept. 12; total, 48 sales.

Open interest: Jan. 2; Mar. 191; May 1419; July 600; Sept. 197; Oct. 18; total, 2427 lots.

Mon., Jan. 29.—Sales: May 33; July 20; Sept. 12; total, 65 sales.

Open interest: Mar. 191; May 1423; July 612; Sept. 197; Oct. 18; total, 2441 lots.

Tues. Jan. 30.—Sales: Mar. 7; May, 58; July 25; Sept. 19; Oct. 1; total, 110 sales.

Open interest: Mar. 189; May 1435; July 620; Sept. 210; Oct. 18; total, 2472 lots.

Wed. Jan. 31.—Sales: May 19; July 10; Sept. 19; Total, 48 sales.

Open interest: Mar. 189; May 1440; July 621; Sept. 222; Oct. 18; total 2490 lots.

Thurs., Feb. 1.—Sales: Mar. 4; May, 13; July, 18; Sept., 9; total, 44 sales.

Open interest: Mar., 189; May, 1,441; July, 631; Sept., 228; Oct., 18; total, 2,507 lots.

MEAT IMPORTS AT NEW YORK

Imports for the period January 18 to January 24, inclusive, at New York:

Point of origin.	Commodity.	Amount, lbs.
Argentina—Canned corned beef.....		26,100
—Roast beef in tins.....		144
Canada—Fresh chilled pork cuts.....		1,880
—Frozen pork ham.....		1,688
—Fresh pork tenderloins.....		1,560
—Fresh pork bellies.....		2,219
—Fresh pork ham.....		4,556
—Fresh frozen beef livers.....		1,054
—Smoked sausage.....		4,821
—Pork sausage.....		25
—Smoked ham.....		2,039
—Smoked bacon.....		5,194
Cuba—80 beef carcasses.....		50,783
—10 fresh frozen veal sides.....		907
Denmark—Liverpaste in tins.....		136
England—Ox tongues in jars.....		210
Holland—Cooked sausage in tins.....		7,734
—Smoked sausage.....		480
—Smoked ham.....		5,682
—Tinned liverpaste.....		1,988
Hungary—Cooked ham in tins.....		23,425
—Tinned cooked pork loins.....		21,600
Italy—Smoked sausage.....		3,803
Uruguay—Canned corned beef.....		355,500

GOVERNMENT GRADED MEAT

Meat graded by the U. S. Department of Agriculture, Agricultural Marketing Service during Dec.:

	Dec., 1939, lbs.	Nov., 1939, lbs.	Dec., 1938, lbs.
Fresh and frozen			
Beef.....	41,841,210	41,340,706	44,096,858
Veal.....	382,237	471,078	
Calf.....	21,898	29,598	508,031
Lamb.....	1,869,103	1,799,832	
Mutton and yearling.....	228,209	221,536	2,285,733
Pork.....	531,101	665,276	498,937
Cured—			
Beef.....	142,280	147,420	224,055
Pork.....	2,467,588	2,472,162	3,089,393
Sausage.....	3,255,855	3,373,330	3,921,482
Other meats and lard.....	235,707	248,973	266,967
Total.....	50,974,686	50,769,900	55,551,456

CHICAGO PROVISION MARKETS

CASH PRICES

Based on actual carlot trading Thursday, February 1, 1940.

REGULAR HAMS.		
	Green.	*S.P.
8-10.....	14 1/4	15 1/4
10-12.....	14 1/4	15 1/4
12-14.....	13 1/4	14 1/4
14-16.....	13 1/4	13 1/4 n
10-16 range.....	13 1/4	

BOILING HAMS.		
	Green.	*S.P.
16-22 range.....	12	
16-18.....	12 1/4	13 1/4
18-20.....	12	13 1/4
20-22.....	12	13 1/4
16-20 range.....	12	

SKINNED HAMS.		
	Green.	*S.P.
10-12.....	14 1/4	15 1/4
12-14.....	14 1/4	15 1/4
14-16.....	13 1/4	14 1/4
16-18.....	13 1/4	14 1/4
18-20.....	13 1/4	14 1/4
20-22.....	12 1/4	13 1/4
22-24.....	12 1/4	13 1/4
24-26.....	12 1/4	13 1/4
26-30.....	11	12
26/up, No. 2's inc.....	9 1/2 @ 9 1/2	

PICNICS.		
	Green.	*S.P.
4-6.....	8	8 1/4
6-8.....	7 1/4	8 1/4
8-10.....	7 1/4	8 1/4
10-12.....	7 1/4	8 1/4
12-14.....	7 1/4	8 1/4
8/up, No. 2's inc.....	7 1/4	
Short shank 1/2 c over.		

BELLIES.		
	(Square cut seedless.)	
	Green.	*D.C.
6-8.....	10 1/4	11 1/4
8-10.....	10 1/4	10 1/4
10-12.....	8 1/4	9 1/4
12-14.....	7 1/4	8 1/4
14-16.....	7	8
16-18.....	7	8

GREEN AMERICAN BELLIES.		
18-20.....		6 n
20-25.....		5 1/4 n

D. S. BELLIES.		
	Clear.	Rib.
16-18.....	5 1/4 n	
18-20.....	5 1/4	
20-25.....	5 1/4	
25-30.....	5 1/4	
30-35.....	5 1/4	
35-40.....	4 1/4	
40-50.....	4 1/4	

D. S. FAT BACKS.		
6-8.....		4
8-10.....		4 1/4
10-12.....		4 1/4
12-14.....		4 1/4
14-16.....		4 1/4
16-18.....		5
18-20.....		5 1/4
20-25.....		5 1/4

OTHER D. S. MEATS.		
Regular plates.....	6-8	5
Clear plates.....	4-6	4
D. S. jowl butts.....	3 1/2 @ 3 1/2	3 1/2
S. P. jowls.....		3 1/2
Green square jowls.....		4 1/4
Green rough jowls.....		3 1/2

LARD.		
Prime Steam, cash.....		5.97 1/2 n
Prime Steam, loose.....		5.15 n
Neutral, in tierces.....		7.00 n
Raw leaf.....		5.00 n

CASH AND LOOSE LARD		
Cash.....		5.25
Loose.....		5.12 1/2 n
Leaf.....		5.12 1/2 n

Prices of cash, loose and leaf lard on the Chicago Board of Trade:		
Saturday, Jan. 27.....	5.95 n	5.25
Monday, Jan. 29.....	5.95 n	5.25
Tuesday, Jan. 30.....	5.95 n	5.15
Wednesday, Jan. 31.....	5.90 n	5.15 n
Thursday, Feb. 1.....	5.97 1/2 n	5.15 n
Friday, Feb. 2.....	6.05 n	5.22 1/2 n

FUTURE PRICES

SATURDAY, JANUARY 27, 1940.

	Open.	High.	Low.	Close.
LARD—				
Jan.	6.05	6.05	5.90	5.90
Mar.				6.20 ax
May	6.35			6.35
July	6.57 1/2	6.57 1/2	6.52 1/2	6.52 1/2
Sept.	6.75	6.75	6.72 1/2	6.72 1/2 b
Oct.				6.82 1/2 ax

CLEAR BELLIES—		
Mar.		6.37 1/2 n
May		6.75 n
July		7.25 ax

MONDAY, JANUARY 29, 1940.

LARD—		
Jan.		5.90 n
Mar.		6.15 ax
May	6.32 1/2	6.32 1/2 ax
July	6.50	6.52 1/2 ax
Sept.	6.70	6.70 ax
Oct.		6.80 ax

CLEAR BELLIES—		
Mar.	6.00	6.00 ax
May	6.57 1/2	6.57 1/2
July	7.00	7.00

TUESDAY, JANUARY 30, 1940.

LARD—		
Jan.		5.90 ax
Mar.	6.10	6.02 1/2
May	6.30	6.17 1/2
July	6.47 1/2-45	6.47 1/2
Sept.	6.67 1/2-65	6.67 1/2
Oct.	6.65	6.65

CLEAR BELLIES—		
Mar.	5.90	5.90
May		6.57 1/2 n
July	7.00	7.00 ax

WEDNESDAY, JANUARY 31, 1940.

LARD—		
Jan.		5.90 ax
Mar.		6.05 ax
May	6.25	6.27 1/2
July	6.47 1/2	6.40
Sept.	6.62 1/2	6.65
Oct.		6.67 1/2 ax

CLEAR BELLIES—		
Mar.		5.90 n
May		6.37 1/2 n
July		7.00 ax

THURSDAY, FEBRUARY 1, 1940.

LARD—		
Mar.	6.07 1/2	6.05
May	6.22 1/2	6.22 1/2
July	6.40	6.40
Sept.	6.60	6.60
Oct.		6.67 1/2 n

CLEAR BELLIES—		
Mar.		5.90 n
May	6.37 1/2	6.37 1/2
July		7.00 ax

FRIDAY, FEBRUARY 2, 1940.

LARD—		
Mar.	6.17 1/2	6.17 1/2 ax
May	6.25	6.25
July	6.42 1/2-45	6.42 1/2
Sept.	6.62 1/2	6.62 1/2
Oct.	6.80	6.75

CLEAR BELLIES—		
Mar.		5.85 ax
May		6.35 ax
July		6.95 ax

Key—ax, asked; b, bid; n, nominal; —, split.

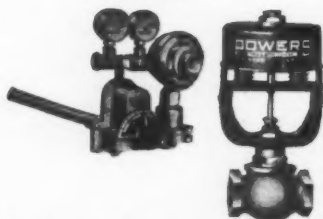
ADD TO STAMP CITY LIST

Among the cities recently selected for operation of the Department of Agriculture's stamp plan for distributing pork, lard and other surplus commodities are Salina, Wichita, and Topeka, Kas., Greenville, S. C., Springfield, Mass., and Louisville, Ky. New areas are being designated at an accelerated rate as arrangements are completed with local business men, banks and other agencies cooperating in the plan.

Protect



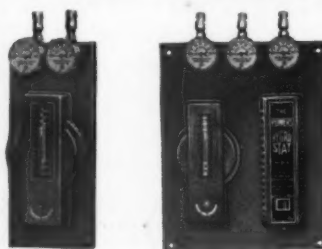
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To obtain a more UNIFORM product, and reduce the fuel wasted by OVER-heating install Powers automatic regulators to control the temperature of Hog Scalding Tubs, Dehairing Machines, Depilators, Carcass Washing, Sterilizing, and Hot Water Heaters. For these applications we have a complete line of self-operating and compressed air operating regulators.



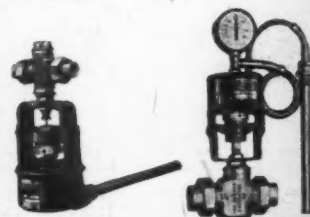
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To help reduce shrink and be sure of uniform temperature or humidity use Powers Control in Chill Rooms, Cutting Rooms, Curing Coolers, Fresh Pork Coolers, Sausage Meat Coolers, Beef Storage Coolers, Smoked Meat and Sausage Coolers, etc. Write for an estimate. One of our engineers will be glad to study your requirements and recommend the type of control that will give you the results you want.

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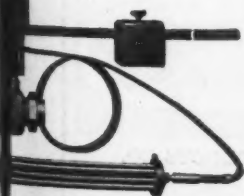
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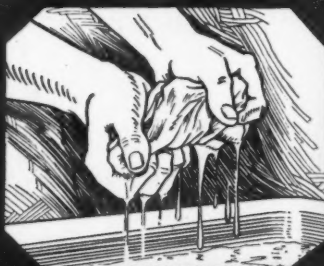
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THE CLEVELAND COTTON PRODUCTS CO.
CLEVELAND, OHIO

Lower Trend in Tallow and Grease Markets; Trade Light

Buyers pass up nearby material for later deliveries—Reports of soaper interest in lard contribute to easiness of market—By-products slump nominally lower.

TALLOW.—In a moderate turnover the tallow market at New York developed a slightly easier trend during the past week, but this appeared due to continued weakness in lard, as much as to anything else. Consumer demands subsided somewhat, but aside from a tendency to back away from nearby stuff, there appeared to be a fairly ready market for March and April delivery. Some store sales at 5½c, delivered, were put through, a decline of ¼c from the previous week, sufficiently large, it was indicated, to establish the market. Indications were that some of this pressure came from outside tallow. However, the large soapers appeared to have had their March requirements satisfied; they were now interested only in late March and April delivery. It was estimated that during the week, 500,000 to 750,000 lbs. changed hands.

Reports circulating the tallow market were that soapers were interested in buying lard, but that they could get no offers of round lots. Nevertheless, these reports appeared to have influenced the easier trends in tallow to some extent.

At New York, edible was quoted at 5½c nominal; extra, 5½c delivered and special, 5¼c. The tallow futures market at New York was dull but steady, with March 5.40 bid, and May and July 5.45 bid.

The tallow market at Chicago this week varied from steady to dull in tone, with apparent satisfaction of buying interest and continued easiness in lard operating as depressing factors. Buyers continued to focus most of their attention on March and April delivery. Prime was salable at 5½c, Cincinnati, on Thursday, with demand quiet, two tanks having sold previous day at that figure, Cincinnati, for April delivery. It was offered early in week at 5½c, same basis, without takers. Couple tanks special tallow sold middle of week at 5½c, Chicago, prompt; also salable at 5¼c, Cincinnati, for April only. There were other sales of special earlier and later in week at 5½c, Chicago. Couple tanks No. 3 tallow sold middle of week at 5½c, southeast point, immediate. Fancy was salable on Thursday at 5½c, Cincinnati, for April, with demand quiet. Thursday's quotations at Chicago:

Edible tallow.....	5½ @ 5½
Fancy tallow.....	5½ @ 5½
Prime packers.....	5½ @ 5½
Special tallow.....	5½ @ 5½
No. 1 tallow.....	5 @ 5½

STEARINE.—Trade was rather quiet

at New York this week, with the market steady. Oleo was quoted at 6½c.

At Chicago the market remained quiet and steady. Prime was quoted at 6@6¼c.

OLEO OIL.—Interest was of a hand-to-mouth character at New York but prices held steadily this week. Extra was quoted at 7¼@7½c; prime, 7@7½c and lower grades, 6½@7¼c.

At Chicago, trade was slow, but the tone steady. Extra was quoted at 7¼c.

LARD OIL.—Demand was quiet at New York but prices unchanged. No. 1 was quoted at 8½c; No. 2, 8½c; extra, 9c; extra No. 1, 8½c; winter strained, 9¼c; prime burning, 10c, and inedible, 9¼c.

(See page 39 for late markets.)

NEATSFOOT OIL.—Demand was small but the tone steady at New York. Cold test was quoted at 19¼c; extra, 9c; No. 1, 8½c; prime, 9¼c, and pure, 14¼c.

GREASES.—An easier tone ruled greases at New York this week, the result of a lower trend in tallow and heaviness in some allied markets. Demand for greases was not large, and yellow and house grease sold in a moderate way at the 5c level, off ¼c from a week ago, the market touching the previous low point of the downturn. Persistent gossip that some lard was going into the soap kettle and that soapers were inquiring for round lots of lard appeared to have unsettled the market to some extent.

During the week ended January 27, exports of greases from New York alone totaled 622,800 lbs., while during the early part of the current week, another 105,600 lbs. cleared.

At New York, choice white was quoted at 5½@5¾c; yellow and house, 5c and brown, 4½@4¾c.

Greases on the Chicago market closed Thursday about ¼c below last Thursday's quotations on most grades. White grease, after selling early in week at 5½c, Chicago, and being salable at 5½c, Cincinnati, turned slightly easier. It was salable at 5¼c, Cincinnati, for April only, on Wednesday; a tank sold Thursday at 5c, Chicago, for early shipment, and this figure bid. Several tanks yellow grease moved during the week at 4½ to 4¾c, Chicago; there was much soaper interest displayed in loose lard for spread shipment during the week. Brown grease was salable on Wednesday at 4¾c, Cincinnati, for April only. Quotations on Thursday at Chicago were:

Choice white grease.....	5 @ 5½
A-white grease.....	5 @ 5½
B-white grease.....	@ 5
Yellow grease, 10-15 f.f.a.....	4½ @ 4¾
Yellow grease, 16-20 f.f.a.....	@ 4¾
Brown grease.....	4¾ @ 4¾

BY-PRODUCTS MARKETS

Chicago, February 1, 1940.
By-products continue largely nominal; lower trend in many parts of list. Trading limited.

Blood.

Blood nominally lower this week. Offered around \$3.25, Chgo., late in week.

	Unit
Ammonia.....	\$ 3.00 @ 3.25

Digester Feed Tankage Materials.

Car 11-12% unground feeding tankage reported late in week at \$3.50 Chgo.; nominally quoted below last week's prices. Easier tendency has prevailed throughout week.

Unground, 11 to 12% ammonia.....	\$ 3.40 @ 3.50
Unground 6 to 10%, choice quality...	3.50 @ 3.75
Liquid stick.....	2.00 @ 2.25

Packinghouse Feeds.

Packinghouse feeds continue unsettled on slow sales; buyers cautious. Prices on a par with a week ago.

	Carlots, Per ton.
60% digester tankage.....	\$ @55.00
50% meat and bone scraps.....	@47.50
Blood-meal.....	@65.00
Special steam bone-meal.....	@45.00

Bone Meals (Fertilizer Grades).

Slightly easier trend in bone meals reported.

	Per ton.
Steam, ground, 3 & 50.....	\$30.00 @32.50
Steam, ground, 2 & 25.....	@30.00

Fertilizer Materials.

Fertilizer materials market nominally lower as compared with week ago.

	Per ton.
High grd. tankage, ground, 10@11% am.....	\$ 3.00 @ 3.25 & 10c
Bone tankage, ungrd., per ton..	20.00 @22.50
Hoof meal.....	2.50 @ 2.75

Dry Rendered Tankage.

Cracklings have continued their downward movement during the past week; very little trading reported. Market remains nominal.

Hard pressed and expeller unground, up to 48% protein (low test)...	72½ @ .75
above 48% protein (high test)...	67½ @ .70
Soft prod. pork, ac. grease and quality, ton.....	@47.50
Soft prod. beef, ac. grease and quality, ton.....	37.50 @40.00

Gelatine and Glue Stocks.

No changes reported in gelatine and glue stocks this week.

	Per ton.
Calf trimmings.....	\$18.00 @20.00
Skins, plazes.....	@18.00
Cattle jaws, skulls and knuckles.....	@35.00
Hide trimmings.....	13.00 @14.00
Pig skin scraps and trim, per lb., l.c.l.	3¼ @ 3½

Horns, Bones and Hoofs.

Market remains quiet and unchanged.

	Per ton.
Horns, according to grade.....	\$35.00 @60.00
Cattle hoofs, house run.....	30.00 @32.50
Junk bones.....	22.50 @23.00

Animal Hair.

Inactive market; quotations unchanged.

Winter coll dried, per ton.....	\$30.00 @35.00
Summer coll dried, per ton.....	22.50 @25.00
Winter processed, black, lb.....	6¼ @ 7c
Winter processed, gray, lb.....	5¼ @ 6c
Summer processed, gray, lb.....	3 @ 3¼c
Cattle switches.....	2¼ @ 2½c

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports, Feb. to June, 1940.....	\$ @28.00
Blood, dried, 16% per unit.....	@ 3.25
Unground fish scrap, dried, 11 1/4% ammonia, 16% B. P. L., f.o.b. fish factory.....	4.25 & 10c
Fish meal, foreign, 11 1/4% ammonia, 10% B. P. L., c.i.f. spot.....	@51.00
Feb. shipment.....	@51.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories.....	2.50 & 50c
Soda nitrate, per net ton: bulk, Feb. to June, 1940, inclusive, ex-vessel Atlantic and Gulf ports.....	@27.00
in 200-lb. bags.....	@28.30
in 100-lb. bags.....	@29.00
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L., bulk.....	3.15 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	3.25 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@32.00
Bone meal, raw, 4 1/4% and 50%, in bags, per ton, c.i.f.....	@30.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.50
Dry Rendered Tankage.	
50/55% protein, unground.....	@72 1/2c
60% protein, unground.....	@75c

EASTERN FERTILIZER MARKETS

New York, February 1, 1940.

There was very little buying interest by either fertilizer or feed buyers and the markets were rather dull and easy.

Some blood sold at \$3.30 New York, but it is doubtful that any more can be sold at this figure, and South American was offered at \$3.25 c.i.f.

The crackling market seems to be holding between about 72 1/2c and 75c, f.o.b. New York. Tankage is easier and in supply. Market for fish meal is about the same as a week ago.

TALLOW FUTURE TRADING

Monday, Jan. 29.—Close: May and July, 5.45 b.; no sales.

Tuesday, Jan. 30.—Close: May and July, 5.45 b.; no sales.

Wednesday, Jan. 31.—Close: May and July, 5.45 b.; no sales.

Thursday, Feb. 1.—Close: May and July 5.40 b.; no sales.

Friday, Feb. 2.—Close: May and July 5.40 b.; no sales.

PERSONNEL MEN TO MEET

Leading industrial relations and personnel managers of large business and industrial organizations, with headquarters in Chicago, will participate in a conference of the personnel division of the American Management Association, to be held at the Palmer House, Chicago, February 14 to 16. The theme of the conference will be "man plus management" rather than "man vs. management."

Among major subjects scheduled for discussion are the personnel man's job; sharpening the personnel tools; putting psychology to work; leadership and two-way communication, and collective bargaining. Current problems, including training for skills under present conditions, adaptation of private pension plans to amended social security law, and labor economics in a period of changes, are also on the program.

Harold F. North, industrial relations manager, Swift & Company, Chicago, will speak at the opening session on "The Personnel Man's Functional Relationships."

Countrywide News Notes

(Continued from page 22.)

of New York. He has had 19 years practical experience in the sausage making and meat packing industry and has many friends throughout the country.

Dr. Alexander Cowan of Montreal, 61-year-old Dominion Government meat inspector, died suddenly at Murray River, Prince Edward Island.

J. D. Higgins, superintendent of the Cudahy Packing Co.'s Wichita, Kas. plant, recently delivered an address before the members of the Kansas State Employment Service. Mr. Higgins stressed the fact that the welfare of the meat packing industry is entirely dependent upon the welfare of the farmer.

H. P. Magnussen, head cattle buyer for Swift & Company at St. Joseph, Mo., has been transferred to Omaha, Neb., where he has assumed his new duties as assistant head cattle buyer for the company. Mr. Magnussen started with Swift & Company in 1914 and

had been stationed in St. Joseph since 1932. M. D. Wittich, of Chicago, has succeeded Mr. Magnussen at St. Joseph. Mr. Wittich became a Swift employe in 1915, starting on the cattle buying force at the St. Paul yards.

Haibach Bros., Inc., Erie, Pa., will award contracts this month for additions and improvements to its plant. Plans provide for a two-story brick and concrete addition, 30x50 ft. in size; a wing 10x20 ft. and a one-story addition to its present cold storage building, 59x69 feet, to be used as a sausage kitchen and smoke house.

CONSIDER STOCK REVALUATION

Action is to be taken at a special stockholders' meeting March 6 on the recommendation made by the board of directors of Cudahy Packing Co. that the par value of the company's common stock be reduced from \$50 to \$30 per share. An appraisal of most of the company's fixed assets is now being made to determine their cost values and the proper amount of reserve for depreciation as of October 28, 1939. Depreciation reserves will be based upon the expected useful life of such assets and date of acquisition. Certain intangible assets may be eliminated. On the basis of the appraisal, the board of directors anticipates that it will reduce the net book value of the fixed assets in a substantial amount. If stockholders consent and the adjustment is made, a substantial capital surplus will remain from the revaluation. No reduction is proposed in the par value of the preferred stock.

DEC. MARGARINE PRODUCTION

Margarine produced during December, 1939, with comparisons:

	Dec., 1939, lbs.	Dec., 1938, lbs.
Production of uncolored margarine	25,438,984	30,252,565
Production of colored margarine	148,126	120,538
Total production	25,587,110	30,373,423
Uncolored margarine with drawn tax paid	25,711,698	29,958,007
Colored margarine with drawn tax paid	25,409	34,358

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in the

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Stedman's FOUNDRY & MACHINE WORKS
504 INDIANA AVE., AURORA, INDIANA, U. S. A.

Oil Futures Frozen by Dull Trade and Weakness in Lard

Prices move within narrow limits as liquidation in nearby continues—Decline is checked by hedge lifting and transferring—Cash trade dull—Crude quiet at 5½¢—Coconut oil quiet and a little easier.

COTTONSEED oil futures moved within narrow limits in a barely steady manner at New York during the past week. Trade volume was small and a good part of operations were of a switching character, largely from March to the later positions. Liquidation in nearby oil continued on persistent weakness in the lard market and the hand-to-mouth character of consumer buying of oil and shortening.

Had it not been for the fact that trade brokers were persistently lifting March oil hedges out of the ring, partly outright and partly in the way of transferring March hedges to the later months, the declines undoubtedly would have been greater. This buying of nearby oil gave the market relative firmness and limited the downturns to a few points compared with the previous week.

At one time there was a flurry of export interest and some buying of cottonseed and other oils, but apparently this amounted to only a few hundred tons and quickly dried up.

Domestic Cash Trade Slow

Domestic cash trade was reported small, but fairly good deliveries were being made against old contracts. Estimates on January consumption are running from 200,000 bbls. to as high as 250,000 bbls. Distribution in January, 1939, was about 230,000 bbls.

Local professionals were inclined to take their cue from outside trends and the ring was on the selling side most of the time. There was some covering by shorts on Hitler's statement promising "total" warfare, but this failed to bring broader outside speculative demands. Actually, the war news appears to have lost its influence, although there are some who anticipate that increased activity this spring will be a market factor of prime importance.

Crude markets were quiet and steady. Reports indicated that practically nothing was moving.

December exports of cottonseed oil, according to preliminary figures, amounted to 1,143,906 lbs., equivalent to 2,859 bbls. compared with 408 bbls. in December, 1938. Exports during October, November and December totaled 20,347 bbls. Total exports for 1939 were 32,402 bbls. against 11,402 bbls. in 1938.

December imports of cottonseed oil were reported at 645,808 lbs. compared with 5,821,496 lbs. during December, 1938. Imports of all oils in December,

1939, totaled 55,984,739 lbs., most of which was coconut oil and palm oil, compared with 74,099,603 lbs. in December, 1938.

While cottonseed oil has been displaying some stubbornness toward further price declines, it is apparent that the market is having difficulty in overcoming the handicap of the relatively low price of lard and is in need of decided improvement in consumer demand.

COCONUT OIL.—Demand was rather quiet and prices were easier with a lower trend in copra and unsteadiness in competing oils. At New York, bulk oil was quoted at 3¢. The Pacific coast market was 2½¢.

SOYBEAN OIL.—There was further trading at 5½¢ and additional buying interest at that level. Resellers appeared to be getting a good part of the business as mill ideas ran from 5½¢ upward.

CORN OIL.—Offerings were not large and some buying interest was reported in the market on a basis of 6¢.

PALM OIL.—Although shipping space is none too plentiful, offerings of these oils were in the market again this week. Nigre spot oil, New York, was quoted at 5½¢ in drums and 5¢ in tanks. Spot Sumatra was held at 4½¢ and for shipment was 3½¢, sellers.

OLIVE OIL FOOTS.—Demand was quiet at New York and prices were steady. Old crop foots were quoted at 7½¢ and new crop at 7½¢.

PEANUT OIL.—Crude was quoted 6¢ @ 6½¢ at mill points.

COTTONSEED OIL.—Valley and Southeast crude was quoted Wednesday at 5½¢ nominal; Texas, 5½¢ nominal at common points, and Dallas, 5½¢ nominal.

Futures market transactions for the

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., February 1, 1940.—Cotton oil futures were unchanged compared with a week ago. Crude was firmly held with sales of Valley, 5½¢ lb. Bleachable was a shade firmer, with increasing domestic demand and European inquiries.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, February 1, 1940.—Forty-three per cent cottonseed cake and meal basis Dallas for interstate shipment quoted at \$33.00. Prime cottonseed oil quoted at 5½¢ @ 5½¢ lb., depending on location.

week in the New York market were as follows:

FRIDAY, JANUARY 26, 1940.					
	Sales.	Range— High. Low.	Closing— Bld. Asked.		
February	..	..	675	nom	
March	48	681 675	678	trad	
April	..	..	682	nom	
May	5	684 687	690	692	
June	..	..	685	nom	
July	38	705 698	701	708	
August	..	..	706	nom	
September	13	710 702	706	trad	

Sales 104 contracts.

SATURDAY, JANUARY 27, 1940.					
	Sales.	Range— High. Low.	Closing— Bld. Asked.		
February	..	..	675	nom	
March	13	677 674	677	679	
April	..	..	683	nom	
May	..	..	690	691	
June	..	..	685	nom	
July	22	701 696	701	708	
August	..	..	703	nom	
September	9	706 702	706	trad	

Sales 44 contracts.

MONDAY, JANUARY 29, 1940.					
	Sales.	Range— High. Low.	Closing— Bld. Asked.		
February	..	..	675	nom	
March	46	676 674	675	677	
April	..	..	680	nom	
May	4	690 689	688	690	
June	..	..	683	nom	
July	21	700 698	699	700	
August	..	..	702	nom	
September	27	707 705	706	707	

Sales 98 contracts.

TUESDAY, JANUARY 30, 1940.					
	Sales.	Range— High. Low.	Closing— Bld. Asked.		
February	..	..	675	nom	
March	79	680 678	680	678	
April	..	..	685	nom	
May	16	690 686	691	694	
June	..	..	696	nom	
July	58	700 696	702	708	
August	..	..	704	nom	
September	59	706 704	710	712	

Sales 212 contracts.

WEDNESDAY, JANUARY 31, 1940.					
	Sales.	Range— High. Low.	Closing— Bld. Asked.		
February	..	..	675	nom	
March	42	680 676	677	678	
April	..	..	680	nom	
May	13	693 689	689	694	
June	..	..	692	nom	
July	19	704 700	700	708	
August	..	..	703	nom	
September	34	707 706	707	708	

Sales 108 contracts.

THURSDAY, FEBRUARY 1, 1940.					
	Sales.	Range— High. Low.	Closing— Bld. Asked.		
March	18	678 675	676	bid	
May	13	688 686	687	bid	
July	16	700 697	699	nom	
September	8	708 705	706	bid	

(See page 39 for later markets.)

MARGARINE MATERIALS USED

Products used in margarine manufacture during December, 1939:

	Dec., 1939, lbs.	Dec., 1938, lbs.
Ingredient schedule of uncolored oleomargarine:		
Babassu oil	659,111	614,791
Coconut oil	1,912,842	7,190,309
Corn oil	53,493	134,763
Cottonseed oil	8,765,590	10,563,896
Derivative of glycerine	60,257	74,890
Lecithin	7,142	9,714
Milk	4,958,870	5,804,222
Neutral lard	201,718	100,962
Oleo oil	880,384	994,400
Oleo stearine	236,008	236,979
Oleo stock	78,427	118,609
Palm kernel oil	..	99,472
Peanut oil	193,650	231,326
Salt	1,050,765	1,238,503
Soda (Benzoate of)	9,116	12,488
Soya bean oil	7,546,243	4,174,633
Vitamin concentrate	1,342	1,282
Total	20,594,951	31,568,739

	Dec., 1939, lbs.	Dec., 1938, lbs.
Ingredient schedule of colored oleomargarine:		
Coconut oil	58,769	48,663
Color	115	153
Corn oil	54	54
Cottonseed oil	13,151	12,856
Cottonseed stearine	210	..
Derivative of glycerine	275	350
Lecithin	77	8
Milk	29,443	25,978
Neutral lard	4,200	3,824
Oleo oil	15,526	14,526
Oleo stock	968	719
Palm kernel oil	..	218
Peanut oil	200	87
Salt	7,702	6,921
Soda (Benzoate of)	35	55
Soya bean oil	29,108	23,783
Vitamin concentrate	1	8
Total	159,862	133,385

HIDES AND SKINS

Packer market active at prices established late last week—Later traders pay 1/4c up for native steers and 1/4c up for Colorados—Total sales 82,000—Packer January kips cleared at irregularly lower prices.

Chicago

PACKER HIDES.—There was further trading this week on a fairly good scale in the packer hide market at the prices established at the end of last week, total reported sales so far being around 82,000 hides, mostly straight Jan. take-off; a few Dec. hides were included in some lots, while one packer moved Jan.-Feb. take-off. The market showed signs of strengthening and an advance of 1/4c was later paid by traders for native steers; Colorados moved early to tanners at 1/4c under the asked price of late last week, but moved up 1/4c later on fair sized sales to traders.

In addition to the reported sales, a few hides were removed from packers' lists quietly, either by private sales or by booking to tanning account. Packers appear to be in a more closely sold up position on their winter hides at this time than for some years past.

Hide futures have shown steady improvement since the resumption of trading and are at present 14@23 points over last Friday. This has a tendency to relieve the spot market of the threat of re-sale offerings from speculative hands.

All packers sold a total of 15,300 mostly Jan. native steers at 12 1/2c to tanners; one packer later sold 8,500 native steers to traders at 12 1/2c, and further offerings firmly held at this figure. The Association sold 1,000 Jan. extreme light native steers early at 13 1/4c; one packer moved a car extreme light native steers on confidential terms, this car having been held rather firmly at 13 1/4c.

A total of 4,700 butt branded steers were reported at 12 1/2c, and one packer booked an undisclosed quantity; more probably available, although not definitely offered. Three packers sold a total of 11,700 Colorados at 12 1/2c, or 1/4c under the price asked late last week; later, fourth packer moved 8,500 Jan. Colorados to traders at 12 1/2c, and others now holding for this figure. Two lots totaling 2,000 Jan. heavy Texas steers sold at 12 1/2c. Light Texas steers are limited and one packer is offering some at 12 1/2c, others quoting 12 1/2c nom. Extreme light Texas steers, 12 1/2c n.

Two packers sold a total of 8,700 Jan. heavy native cows at 12 1/2c, steady basis. The Association sold 2,000 Jan. light native cows at 13c; two packers sold a total of 8,900 mostly Jan. light cows, mixed northern and River points, at 13c; one packer sold 1,000 Chicago take-off, and another 2,500 River point light native cows, all at 13c, steady. Tanners bought 2,000 Jan. branded

cows, and traders took 2,800 Jan., all at 12 1/2c; one packer disposed of a few branded cows quietly.

The Association sold 750 Jan. bulls at the opening of the week at 9c for native bulls and 8c for brands.

An Iowa packer also sold 8,500 Jan. steers this week at the going market.

LATER: Traders bought 1,500 Jan. native steers at 13c, or 1/4c up; 2,000 packer and 1,000 Association Jan. branded cows sold 12 1/2c, or 1/4c up; 3,600 northern light native cows sold 13 1/4c, or 1/4c up; 8,500 Jan. heavy native cows sold 12 1/2c steady.

OUTSIDE SMALL PACKER HIDES.

—Couple cars outside small packer Jan. hides running 51-lb. avge., mixed lots of fair take-off, sold at end of last week at 12 1/2c, selected, f.o.b. point east of here, brands 1/2c less; couple cars similar stock of Feb. take-off offered and 11 1/2c bid, with intimation 11 1/4c might be paid. However, dealers report purchases of 44-lb. avge. hides down to 12c, and 48-lb. stock down to 11 1/2c, depending upon take-off and section, paying 8c for native bulls and 7c for brands.

PACIFIC COAST.—As previously reported, Dec.-Jan. hides sold in a good way in the Pacific Coast market late last week at 11c, flat, for steers and cows, f.o.b. shipping points, and further business at 11c for Jan. take-off has been declined by larger packers.

FOREIGN WET SALTED HIDES.

—Last trading on standard weight steers in the South American market, at the end of last week, was at 98 pesos, equal to 14 1/2c, c.i.f. New York. One lot of 7,000 light steers moved early this week at 92 pesos, or 13 1/4c, or 1/4c down from the price paid early previous week; later, 11,000 light steers sold 13 1/4c.

COUNTRY HIDES.—The country market was quiet and rather dull; what interest was apparent seemed to be confined to light stock. Untrimmed all-weights around 47-lb. avge. sold at 11c, selected, del'd Chicago; buyers later bid down to 10 1/2c but admit their inability to buy on that basis, offerings being held at 11@11 1/4c. Heavy steers and cows are dull and sluggish around 9 1/4@9 1/2c nom., trimmed. Bids of 11c reported for trimmed buff weights, with 11 1/2c asked. Good trimmed extremes are usually offered at 13c, selected, with 12 1/2c bid and reported declined in instances; some offerings thought to be available on bids at 12 1/2c. Bulls quoted 6 1/2@7c nom. Glues quiet and nominal around 8 1/2@8 3/4c trimmed. All-weight branded hides nominal at 9 1/4@9 1/2c flat.

CALFSKINS.—Packers moved most of their Jan. production of light calfskins under 9 1/2 lb. previous week at 23c. Heavy calf, 9 1/2/15 lb., were closely sold up into late Jan. earlier at 26 1/2c for northern heavies; while this figure is out of line with the recent market, it is probable that no further offerings of heavy calf will be made until next week

and packers talk around 25c pending some definite interest, others quoting around 24 1/2c nom. Heavy calf have showed more firmness than lights.

Another car of Chicago city 8/10 lb. calfskins sold this week at steady price of 20c; one collector is asking 22 1/2c for a car 10/15 lb. and 21c was reported available, with a bid of 21 1/4c reported at one time during the week. Outside cities, 8/15 lb., around 20 1/2c nom.; straight countries around 15c flat. Chicago city light calf and deacons were sold up closely last week at \$1.35.

KIPSKINS.—Packer kipskins were established at irregularly lower prices in an active trade. One packer sold Jan. production, about 10,000 kips, at 19c for northern natives, 17 1/4c for northern over-weights, southern a cent less, and branded kips at 16c. Another packer sold 6,000 Jan. northern native kips at 19c, 4,500 southern natives at 18c, and 2,000 northern over-weights at 17 1/4c, having moved Jan. southern over-weights earlier. One Jan. production of about 10,000 kips was taken off the market quietly. Fourth packer sold 2,500 Jan. northern natives at 19c, 1,300 northern over-weights at 17 1/4c, and 300 branded kips at 16c. Market well sold up to Feb. 1st.

Chicago city kipskins sold at 17 1/4c for one car at the week-end; one car is offered at 18c, while a bid under last trading price was declined. Outside cities around 17 1/2c nom.; straight countries around 14c flat.

Packers sold their Jan. regular slunks two weeks ago at \$1.20 and none offered.

HORSEHIDES.—There is some variation in quotations on horsehides but offerings appear to be comparatively firmly held. Good city renderers quoted in a wider range of \$5.10@5.35 for untrimmed stock, with offerings usually held at \$5.25@5.35, selected, f.o.b. nearby sections. Ordinary trimmed renderers range \$4.90@5.10, del'd Chgo.; mixed city and country lots \$4.50@4.75, Chgo.

SHEEPSKINS.—Dry pelts slow and nominal at 17@17 1/2c per lb., del'd Chgo. Packer shearlings were quiet this week, production being very light and offerings limited; last sales, previous week, were at \$1.35 for No. 1's, 90c for No. 2's and 40c for No. 3's. Buyers of outside small packer shearlings quote one-half to two-thirds of big packer values, depending upon quality. Jan. pickled skins sold late last week at \$5.25 per doz.; while there were rumors of sales down to \$5.00, apparently nothing was confirmed at that figure, although demand has been rather restricted for the present quality of skins. Packer Jan. wool pelts quoted around \$2.40@2.50 per cwt. live basis; outside small packer pelts reported to top around \$2.25 per cwt. live basis, buyers reporting some purchased down to around \$2.05 per cwt.

New York

PACKER HIDES.—One New York packer sold a car each of Jan. butt branded steers at 12 1/2c and Colorados at 12 1/2c. Another packer was credited

with booking Jan. production last week cleaning up market to Feb. 1st.

CALFSKINS.—The only reported trading so far this week was 3,000 collector 12/17 buttermilks at \$3.45, and 3,500 packer skins of same description at \$3.65. Pending trading to establish the market, some quote collector 4-5's around \$1.35@1.40, 5-7's \$1.7@1.80, 7-9's \$2.55@2.60, and 9-12's around \$3.60. Packers last sold 7-9's at \$2.92½.

STOCKS AT SEVEN MARKETS

Meat and lard stocks at seven large markets on February 1 showed a considerable increase for the month, due to the heavy hog kill. Quantity of cured meats exceeded the amount on hand a year ago when raw material supplies were much smaller, but the chief increase was in meats held for future cure. However, in view of heavy hog runs, the stocks at these markets indicate that demand for pork has been broad and that surprisingly little product has been accumulated.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on January 31, 1940, with comparisons as especially compiled by THE NATIONAL PROVISIONER are as follows:

	Jan. 31, 1940. lbs.	Dec. 30, 1939. lbs.	Jan. 31, 1939. lbs.
Total S.P. meats	144,925,862	115,657,338	129,139,370
Total D.S. meats	30,627,769	22,688,988	24,915,000
Other cut meats	27,487,002	17,578,787	18,587,964
Total all meats	203,040,633	155,925,113	172,642,334
P.S. lard	138,483,354	90,561,347	80,942,827
Other lard	25,033,414	18,898,897	12,621,627
Total lard	163,516,768	109,460,244	93,564,454
S.P. regular hams	18,950,564	15,503,990	17,483,467
S.P. skinned hams	54,293,977	40,780,354	49,451,138
S.P. bellies	50,588,448	42,902,949	45,788,301
S.P. picnic	21,020,873	14,965,045	16,299,464
D.S. bellies	21,812,770	14,117,390	15,232,465
D.S. fat backs	8,216,999	6,961,598	9,255,482

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago on January 31:

	Jan. 31, 1940.	Dec. 31, 1939.	Jan. 31, 1939.
All kinds of barreled pork, bbls.	12,141	11,453	15,418
P. S. lard, made since Jan. 1, '40, lbs.	55,091,114		21,456,727
P. S. lard, made Oct. 1, '39 to Jan. 1, '40.	56,579,494	62,944,253	15,212,359
P. S. lard, made Jan. 1, '39 to Oct. 1, '39.	10,738,573	14,298,173	28,728,265
P. S. lard, made previous to Jan. 1, '39.	205,698	1,142,904	1,833,000
Other kinds of lard	8,005,421	6,792,328	4,854,604
Total lard, all kinds	130,620,300	85,177,558	72,084,955
Contract D. S. cl. bellies	3,443,820	2,208,155	4,678,599
Other D. S. cl. bellies	3,609,313	2,653,491	
Total D. S. cl. bellies	7,113,133	4,861,646	4,678,599
D. S. rib bellies, made since Oct. 1, '39.	1,160,239	510,410	594,216
D. S. Sh. fat backs, lbs.	2,179,096	1,075,130	3,210,421
S. P. hams, lbs.	9,283,321	7,376,974	8,360,714
S. W. skinned hams, lbs.	26,557,111	20,012,335	23,244,218
S. P. Bellies, lbs.	22,397,204	19,007,615	19,532,747
S. P. picnic	11,877,639	8,562,109	7,818,280
S. P. Boston shoulders, lbs.			
Other cuts of meats, lbs.	9,667,161	7,495,485	9,495,027
Total cut meats, lbs.	90,234,954	69,501,704	76,834,217

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING

Provisions

Lard firmed on reports that the Government had purchased 5,000,000 lbs. of lard for relief. There was broader outside demand, with the market meeting hedge selling on a scale upward. Increase in Chicago lard stocks was greater than expected, but apparently was discounted.

Cottonseed Oil

Cotton oil was steadier on light offering, scattered buying and covering and better lard market. There was persistent demand for March oil from refiners but cash oil trade was limited. Crude, Southeast and Valley, 5% c nom.; Texas, 5% c, nom.; Dallas, 5% c.

Quotations on bleachable cottonseed oil at close of market on Friday were: March, 6.82@6.83; May, 6.94@6.95; July, 7.05; Sept., 7.13; 133 lots; closing firm.

Tallow

New York extra tallow was quoted at 5½ c lb.

Stearine

Stearine was quoted 6½ c lb.

Friday's Lard Markets

New York, February 2, 1940.—Prices are for export. Lard, prime western, 6.60@6.70c, middle western, 6.60@6.70c; city, 6@6½c; refined continent, 6½@6¾c; South American, 6½@6¾c; Brazil kegs, 6½@6¾c; shortening, 9% c.

NEW YORK HIDE FUTURES

Saturday, Jan. 27.—Close: Mar. 13.59 @13.60; June 13.84@13.90; Sept. 14.15; Dec. 14.32; 92 lots; 3@10 lower.

Monday, Jan. 29.—Close: Mar. 13.53 @13.55; June 13.83; Sept., 14.10@14.11; Dec., 14.32 n; 105 lots; unchanged to 6 lower.

Tuesday, Jan. 30.—Close: Mar. 13.72 @13.75; June 14.01@14.03; Sept. 14.25 n; Dec. 14.48 n; 241 lots; 15@19 higher.

Wednesday, Jan. 31.—Close: Mar. 13.77 n; June 14.06@14.07; Sept. 14.30 b; Dec. 14.53 n; 190 lots; 5 higher.

Thursday, Feb. 1.—Close: Mar. 13.84 @13.85; June 14.10@14.13; Sept. 14.38 @14.42; Dec. 14.65; 80 lots; 4@12 higher.

Friday, Feb. 2.—Close: Mar. 14.08; June 14.36@14.38; Sept. 14.59@14.63; Dec. 14.86 n; 168 sales; 21@26 higher.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended January 27, 1940, were:

	Week Jan. 27.	Previous week.	Same time '39.
Cured meats, lbs.	16,588,000	15,960,000	14,663,000
Fresh meats, lbs.	62,967,000	67,551,000	56,050,000
Lard, lbs.	3,800,000	5,541,000	2,869,000

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Feb. 2, 1940, with comparisons:

	PACKER HIDES.	Week ended Feb. 2, 1940.	Prev. week. (Rev.)	Cor. week, 1939.
Hvy. nat. str.	12½@12½	@12½	@10½	
Hvy. Tex. str.	@12½	@10½	
Hvy. butt brnd'd str.	@12½	@10½	
Hvy. Col. str.	@12½	@10½	
Ex-light Tex. str.	@12½	@10	
Brnd'd cows	@12½	@10	
Hvy. nat. cows	@12½	@10	
Lt. nat. cows	@13	@10½	
Nat. bulls	@9	@9½	@7½
Brnd'd bulls	@8	@8½	@6½
Calfskins	.....23	@24½n	@24½n	17½@18½
Kips, nat.	@19	@20n	@15½
Kips, cv-wt.	@17½	@18½	@14½
Kips, brnd'd	@16	@17½n	@13n
Slunks, reg.	@1.20	@1.20	@80
Slunks, hris.	.....60	@.05	@.05	@40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	12	@12½	@12½	9	@10n
Branded	11½	@12	@12	8½	@9½
Nat. bulls	.....	@8	@8½	@9	@7n
Brnd'd bulls	.....	@7	@8	@8½	@6n
Calfskins	.....20	@21½	@21½	15½	@16½
Kips	.....	@17½	@18	@18½n	@13½
Slunks, reg.	1.00	@1.10n	1.00	@1.10n	70
Slunks, hris.	.....	@50n	@50n	@30n	

COUNTRY HIDES.

Hvy. steers	9¼@9¼	9¼@9¼	7	@7¼
Hvy. cows	9¼@9¼	9¼@9¼	7	@7¼
Butts	11	@11½	11½	@12
Extremes	12½@13	13	10	@10½
Bulls	6½@7	7	7½	@5¼
Calfskins	.....	@15	@15	11½@12
Kipskins	.....	@14	@14	@10½
Horsehides	4.50@5.35	4.50@5.25	2.50	@3.20

SHEEPSKINS.

Pkr. shearls.	.....	@1.85	@1.35	@75
Dry pelts	.....17	@17½n	17	@17½n
			14	@15n

CHICAGO HIDE FUTURES

Saturday, Jan. 27.—Mar. 13.75 n; no sales; unchanged.

Monday, Jan. 29.—Close: Mar. 13.75 n; no sales; unchanged.

Tuesday, Jan. 30.—Close: Mar. 13.75 n; no sales; unchanged.

Wednesday, Jan. 31.—Close: Mar. 13.75 n; no sales; unchanged.

Thursday, Feb. 1.—Close: Mar. 13.75 n; no sales; unchanged.

Friday, Feb. 2.—Close: Mar. 13.75; no sales; unchanged.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Feb. 1, 1940: To the United Kingdom, none; to the Continent, 83,872 quarters. A week ago, to the United Kingdom, 80,042 quarters; to the Continent, none.

MEAT AND LARD EXPORTS

Exports through port of New York during week ended February 1, totaled 210 bbls. of pork, 5,605,600 lbs. of lard and 220,000 lbs. of bacon.

Meat Canners' Displays

(Continued from page 15.)

dent; M. S. Jerolaman, vice president; Donald B. Jerolaman, secretary-treasurer, and Lawrence E. Goulet, sales.

GEO. A. HORMEL & CO.—Hospitality quarters were festooned with examples of national advertising used by the company, streamers and point-of-sale material. Spam and Hormel soups were served to guests at another location in the hotel. The Hormel welcoming committee was composed of T. H. Hocker, purchasing agent and member of the board of directors; William D. Todd, sales manager, and Jean L. Vernet, production manager.

ILLINOIS MEAT CO.—Pigs feet, corned beef hash, ham a la king, pigs feet cutlets, chili con carne, tripe, corned beef, wafer sliced beef and deviled ham were among items shown in the colorful Illinois Meat Co. display. In the spotlight was Broadcast Redi-Meat, new

W. F. King, canning factory superintendent; H. L. Knowles, Southern sales representative, and C. W. Power and E. Schaid, sales representatives.

LIBBY, McNEILL & LIBBY.—J. R. Vander Veer, manager of the canned meats department of Libby, McNeill & Libby, represented the department at the company's hospitality headquarters. Among many Libby canned items shown in an attractive moving display were vienna and cocktail pork sausage.

LOYAL PACKING CO.—The Loyal and Lucky Strike brands of prepared meats in tin and glass were shown at headquarters of Loyal Packing Co. Among items on display were breakfast sausage, chili con carne, corned beef and corned beef hash, lunch tongue, pork brains, spiced luncheon meat, tripe, veal loaf and vienna sausage, in addition to Dogland Ration dog food in 16-oz. cans. Representatives at the convention were S. R. Powell, president; J. J. McVady, secretary; V. Holy, J. F. Jack and E. M.

spread, pigs feet, corned beef hash, chili con carne, canned veal loaf, vienna sausage and the company's Boss brand dog food. Special attention was directed at a new spiced all-pork product packed in 12-oz. cans under the Red Seal label. J. Emmett Clair, vice president; John M. Clair, general manager; T. H. Grady, jr., assistant sales manager, and J. V. Greene, district sales manager, were present at headquarters.

STAHL-MEYER, INC.—Producers of imported style frankfurts, pork sausage, canned cocktail frankfurters and sausages, Jumbo Wee-ners and other products, Stahl-Meyer, Inc., was represented by sales manager C. A. Cordero.

SWIFT & COMPANY.—Real hospitality was the keynote of Swift & Company's convention headquarters and visitors were invited to drop in and partake of Swift products. Several items in the Premium line of canned meat products were displayed and a moving exhibit for Pard dog food proved of interest. Principal feature of the Swift exhibit was a bar where the company's new dinner-size frankfurts, with their natural casings tendered by pineapple juice, were served to exhibit visitors. William A. Denissen, manager of the restaurant service division of Swift & Company, was in charge of the headquarters. R. H. Gifford, branch house sales manager; John A. Revelle, plant sales manager; A. M. Stoeber, plant sales; K. F. Vance, branch house sales, and George Hegburg, canned foods department, were among those on hand.

UNITED PACKERS, INC.—A new corned beef spread in 3-oz. tin was one of the products featured by United Packers, Inc., in its display of the 24 canned and glass-packed items in the company's Red Crown line. Among those on exhibit were veal loaf, corned beef hash, vienna sausage, pigs feet, tamales, sandwich spread, and roast beef. Charles Manaster, general manager, and Saul Manaster, sales manager, headed the company delegation. They were assisted by D. P. Brogan, Southern sales manager; W. T. Fry, Southwestern sales manager; and Ollie James and Charles Murdock, sales representatives.

WILSON & CO.—Wilson & Co. display had three principal parts—the Certified line of canned meats, the Sinclair Fidelity label line and the Wilson array of Ideal and Old Trusty dog foods. The company announced its new cooked pork product, Mor, with a large and effective display. The product is packed in an attractive lithographed 12-oz. can with wind-off key. A companion product, Ezy-Serv, is being offered in the Fidelity line. Ready to tell guests about the merits of Wilson's new products and reiterate virtues of the company's established items were E. A. Ellendt, head of the canned meat department; P. J. Barry, J. M. Sheridan, F. C. McAvoy, who handles the Sinclair Fidelity line of canned meats, and R. M. Smith, manager of the Ideal dog food department. President Edward F. Wilson, Frank Foss, vice president, and George Rector, food consultant of the company, were interested visitors.



HIGH POINT OF ARMOUR DISPLAY

L. L. Bronson, head of the canned food department of Armour and Company, stands before one of the two large panels erected at Canners' convention to show the favorable test results achieved on Treet, new Armour pork product of varied uses. Treet dominated the Armour display of canned meats.

pork product developed by the company and soon to be featured on a radio program. C. E. Martin, sales manager; C. W. Swallow, assistant sales manager; and S. Levey, W. I. Shores, D. F. Stewart and R. F. Kelly, sales representatives, were on hand at the exhibit.

KINGAN & CO.—The beautifully lighted display of Kingan & Co., set up in company headquarters at the Palmer House, stressed the completeness of the Kingan Reliable line of prepared meats in tin and glass. Profit advantages of the line were emphasized by a stream of money pouring constantly into an open purse. Beef stew, hot tamales, vienna sausage, potted meat, corned beef, luncheon meat and chili con carne were among canned items shown, as were ox tongue and dried beef in glass packages. Also featured was the company's new Króla Polish style ham, packed in five sizes of tins bearing a four-color label, and said to be mild, tender and economical. Another item which attracted interest was Kingan's spiced luncheon meat in 12-oz. tins. The company was represented by Dale McCune, advertising manager; D. J. McVey, sales manager, canning division;

Ireland, district sales managers, and R. F. McVady.

JOHN MORRELL & CO.—The colorful blue lithographed containers of the principal line of John Morrell & Co. lent dignity and sales appeal to the company's display. Morrell E-Z Cut ham, spiced ham, luncheon loaf, sandwich spread, liver loaf, tamales, ox tongue, corned beef and mock chicken loaf made up much of the display. Two items of particular interest were the company's new Sznka Polish style ham and Snack, all-purpose pork product packed in 12-oz. tins. Pigs feet, pigs feet cutlets and pickled tidbits, a Morrell "exclusive," were shown in glass containers. Morrell men at the exhibit were J. K. Kloehr, assistant general manager in charge of Savory foods; Ottumwa, Ia.; Earl Paxson, who holds a similar title at the Sioux Falls plant; Frank Rainey, purchasing agent, and R. Cummings, general offices, Ottumwa; and N. Tucker, district manager at Chicago.

REPUBLIC FOOD PRODUCTS CO.—Republic Food Products Co. displayed a number of its Red Seal prepared meats in tin and glass. Some of the items on exhibit were corned beef, sandwich

Suppliers' Exhibits

(Continued from page 18.)

service, and a number of branch managers.

DIAMOND CRYSTAL SALT CO., INC.—A number of 100-lb. bags of Diamond Crystal canners' flake salt, supplemented by an array of shaker salt packages, made the Diamond Crystal Salt Co. exhibit easy to find. Many packers and canners visited the exhibit to learn about the merits of the company's exclusive Alberger process, through which salt is mechanically refined to a high degree of purity. Salt refined by this method is available in a variety of grain sizes according to processing requirements. Present to affirm the flavor, rapid dissolving and uniform high purity of Diamond Crystal salt were W. H. Dolan, Western division manager; H. B. Baldwin, Detroit division manager; Al Hoffman, technical service; P. T. Green, Chicago sales manager; C. C. Van Dine, Joe Conklin and Lloyd Fitzhugh, representatives for Chicago and the adjacent territory; Kern Owen, Illinois representative; Harley Oaks, Iowa representative; and Fred Eckhardt, Jim Vercourterin and E. F. Jogerst, Wisconsin representatives.

DREHMANN PAVING & CONSTRUCTION CO.—The modern meat plant, whether it engages in canning operations or not, cannot operate at full efficiency without smooth, durable, easily-cleaned floors. Around this theme centered the display of Drehmann Paving & Construction Co. The company, which produces floor brick, floor plate and floor drains, exhibited samples of hard-burned red shale brick of which its floors are constructed, burned at 1900 degs. F. and deriving their high density from a de-airing process. Acid-resistant, durable and sanitary, floors of this brick may be laid directly over old surfaces without disrupting production for long periods. A. F. Schoeppe, Midwest engineer and representative for the company, had charge of the display.

FOXBORO.—The Rotax recording humidity controller, one application of which is in control of smokehouse humidity, was one of the featured Foxboro exhibits, shown with other equipment from the company's extensive line of recording, indicating and controlling instruments. A diagram on display illustrated how automatic control of pressure, temperature and cooking time in retorts for canning operations can be achieved with standard equipment. A new pressure and temperature recorder and controller is being brought out with a chart which will clearly indicate temperature and pressure readings. Ross Perkins, in charge of the company's foods division; Harry Brooks, Western division manager; J. J. Burnett, Central division manager; and A. Altshuler, J. Fryer, H. Miller and Oliver Prescott, representatives, explained the company's line and played host at the display.

GAYLORD CONTAINER CORP.—Producers of kraft paper and corrugated shipping cases for canned product

and other uses, Gaylord Container Corp. showed no containers at the convention, but was represented by a capable group ready to discuss container problems with meat canners and others. B. M. Williams, sales promotional manager; W. M. Carter and Lloyd Merwin, Southern Texas sales manager, represented the company's container division, while Les Wuescher was on hand from the bag and mill division.

HAZEL-ATLAS GLASS CO.—Tiny Lilliputians danced and frolicked in a realistic central display at the Hazel-Atlas Glass Co. exhibit, while friendly Gulliver, hero of "Gulliver's Travels," watched them. The display focused attention on the company's new line of "Gulliver's tumblers," of thin blown glass, suitable for packing dried beef and other meat products. Also shown were bowls in the same design, useful for packing pork sausage; crystal sausage bowls, and handsome crystal plates recommended for continuous link sausage, in addition to the company's widely adaptable No. 10 screw top glass jar. Colored photographic panels illustrated containers in use, tying in with an island display of foods in glass screw-top jars. Among company men on hand were W. H. McClure, general sales manager; J. S. Algeo, sales manager; A. T. Garden, sales manager, narrow-neck division; and Robert Walker, L. M. Sutton, R. E. Dyer and R. E. Keller, representatives.

HEEKIN CAN CO.—This firm's attractive lithographed tin lard cans in a variety of shapes and sizes, are familiar to the meat packing industry. The Heekin company maintained a comfortable lounge for convention visitors in the Grand Ballroom of the Stevens Hotel. No cans were exhibited. Dan M. Heekin, secretary and treasurer, headed the Heekin convention delegation, and was supported by Daniel H. Heekin, jr.,

A. F. Rassenfoss, sales manager; Guy J. Robson, comptroller; Joseph P. Wells, assistant sales manager, sanitary cans; J. K. Browning, superintendent, sanitary can plant; S. H. Champlin, chief chemist, sanitary plant, and Charles L. Heekin, sales representative, sanitary cans.

HINDE & DAUCH PAPER CO.—Specialists in design and construction of shipping boxes combining light weight with adequate strength, the Hinde & Dauch Paper Co. did not have a formal display at the convention. However, packers and other shippers interested in reducing their shipping costs by using boxes engineered for this purpose visited the firm's hospitality headquarters. Here expert advice was available from several Hinde & Dauch men, including Sidney Frohman, president; R. W. Whitney, vice president; M. H. McArthur, Hinde & Dauch Paper Co., Ltd., Toronto, Canada; C. M. Schott, sales manager, Central division; James E. Cleary, district manager, Kansas City plant, and R. C. Kerste, special representative.

INTERNATIONAL SALT CO., INC.—The rapid-fire operation of two automatic salt tablet dispensers for canning line application attracted much attention at the display of International Salt Co. One of the machines, incorporating electric-eye control, was said to handle 250 cans per minute. Center of interest for the meat packer in this display was one of the company's 30-in. hopper-type dissolvers used in connection with the well known Lixate brine process. Packaged salt, "Saltabs" for preventing heat prostration, salt tablets in various sizes, and gigantic crystals of pure rock salt of Silurian age, estimated at 365 million years old, added interest to the display. The company was represented by George A. Walter, general manager; D. W. Kaufmann, chief engineer, Central division; H. E. Kalter, Buffalo, N. Y.; James Gearhart, assistant to John L. Ryon,



THEIR CHOICE IS TANG

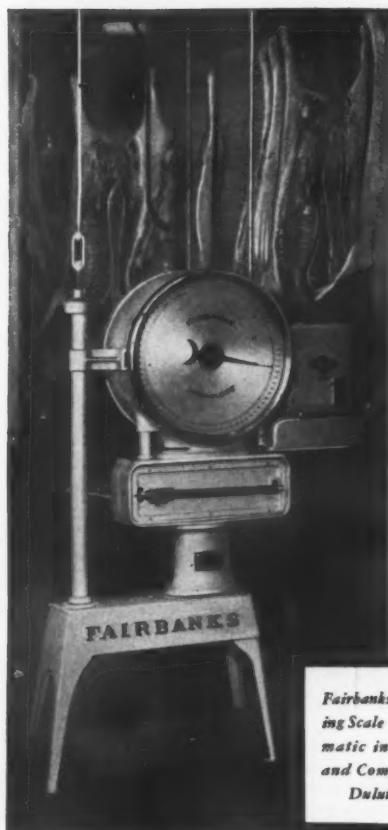
Cudahy's Tang, new spiced pork product recently introduced to the nation's housewives, occupied "front and center" position in the company's display during the Canners' convention. Here Dayton Smith (left) and Gus Roberts of the Cudahy canned meats division brush up on Tang sales points.



GEBHARDT Cold Air Circulators are AIR PURIFIERS

The GEBHARDT shown installed between the rails keeps this Hog Chill Cooler free from odors, bacteria and is capable of chilling hogs in 14 to 16 hours. The air is washed with clean, fresh water and the impurities are solidified and put down the drain pipe. The water in the unit comes from the outside air infiltration and is kept pure and clean by agitation. **GEBHARDTS REDUCE SPOIL-AGE!** Write today for the complete story of GEBHARDT... the economical, dependable Air Conditioner!

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FOR

FAST, ACCURATE

WEIGHING OF DRESSED HOGS...

● Fairbanks Hog Weighing Scales with Overhead Tracks are built specifically for the job of weighing hogs in a packing plant. When equipped with a Fairbanks Printomatic Weigher, the installation can automatically keep a printed record which shows the difference between the live and dressed weights, the difference between selling weights and weights en-route to the cooler, and the num-

ber of hogs passing through the processing plant.

The large volume of valuable products handled in a packing plant makes the traditional accuracy of Fairbanks Scales a distinct plus value. For detailed information, address Fairbanks, Morse & Co., Dept. 70, 600 S. Michigan Ave., Chicago, Ill. Branches and service stations throughout the United States and Canada.

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Fairbanks Hog Weighing Scale with Printomatic in the Elliott and Company plant, Duluth, Minn.

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Scales

vice president in charge of sales; and J. G. Womble, M. L. Hyman, E. K. Green and W. K. Taliaferro, district managers.

OWENS-ILLINOIS GLASS CO.—Central feature at the attractive Owens-Illinois display was the company's new Pinocchio line of Libbey Safedge tumblers, ideal for packing dried beef and other products. Twelve different Pinocchio characters are included in the line. Another new development was the No. 10 glass jar with White cap, used for pigs feet, lamb tongue and other pickled meats. Composite photographs illustrated plant and laboratory operations in the company's jar and can manufacturing division. The photographs flanked a colorful central exhibit of food products packed in jars and cans produced by Owens-Illinois. F. J. Solon, general sales manager, Owens-Illinois Glass Co.; H. L. Engelberger, sales manager of the food container division; S. L. Rairdon, general sales manager, Owens-Illinois Can Co., and Miles Ryan, assistant sales manager, were among the Owens-Illinois men on hand to consult with meat canners.

REPUBLIC STEEL CORP.—Several steam-jacketed kettles of Enduro stainless steel were displayed by Republic Steel Corp. These kettles are durable, sanitary and non-corroding, qualities making them particularly suited for meat processing. A new development shown was stainless steel tubing having an inside finish, used in piping, connections, etc., in the meat or food plant to insure maximum cleanliness. A mirror-finished sheet of stainless steel and murals of steam-jacketed kettles in use in food processing lent additional attraction. Samples of Enduro "18-8" stainless steel, popular in the meat industry for conveyor belts, tables and other uses, were shown, as were stainless steel mixing bowls. Republic men at the exhibit included C. W. Ruth, advertising manager; C. C. Snyder, alloy steel division; J. W. Marshall, Chicago office, and William Warboys, steel and tube division.

SEALRIGHT CO., INC.—This company's Paker Bulkan, a light-weight, sturdy, non-returnable paper container, caught the eye of many packers and canners. These containers are constructed of three layers of spiral-wound, tough, moisture-resisting paper board, and are available in several sizes up to 40-lb. capacity. Scored and folded flat, containers are formed and provided with bottoms by special machine rented to user, and are said to offer savings in weight, freedom from cleaning for reuse and other advantages. Containers may be used with or without Pliofilm liner, depending on whether product is to be sealed. Brains, livers, trimmings, lard, glands, sausage meat and hamburger are typical uses for the bulk container. Also shown by this company were 10-lb. cellophane-lined containers for brains, cheese, livers and other products, hog casing containers of waxed paper and nest-style heavy waxed containers in 1/2-pint, pint and quart sizes. Hal Gardner, Sealright advertising manager; I. Wilcox, research;

George Jansen, divisional sales manager, and W. E. McGinnis, Chicago sales, were at the company's exhibit.

A. E. STALEY MFG. CO.—Producers of Soyflour, a specially processed flour used by many meat packers, A. E. Staley Mfg. Co. again maintained its convention headquarters at the Palmer House this year. Among the Staley men to be found at the company's display were Roy Ives, manager of the package division; F. W. Apperson, Western package division manager; Ivan Wieland, Eastern bulk sales manager; C. H. Davidson, sales manager, and William Starks, bulk sales.

WM. J. STANGE CO.—The Stange display consisted primarily of a large number of food products packed in glass and tin, all seasoned with Stange seasonings. Nationally known canned and glass packed meats, chili con carne, soups, pickles, catsups, salad dressings, etc., were included in the display. The large background sign listed the company's products and services, including C. O. S. seasonings in tin, glass and dry packs for all types of foods and Peacock brand certified food colors in exact-weight packages and other containers. Visitors were invited to come up to the company's hospitality headquarters and make a voice recording. Among members of the Stange executive, sales and technical staff present at the convention were William J. Stange, president; William B. Durling, vice president; Aladar Fonyo, chief chemist, and T. L. Allen, Irving Zeiler, H. A. Wedin, Joe Graf, Boyd McKeane, and H. A. Hughes.

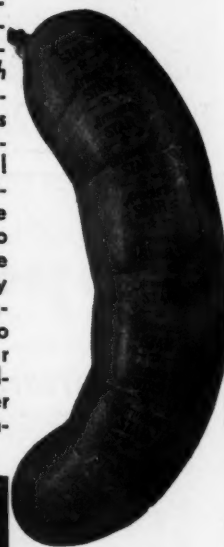
C. J. TAGLIABUE MFG. CO.—Among the instruments shown at the exhibit of C. J. Tagliabue Mfg. Co. were time cycle controllers, recording thermometers and controllers, and instruments designed to record and control pressures and temperatures in food processing. The company also demonstrated several dial-type indicating thermometers and other thermometers used in various food industry operations, as well as a diaphragm valve for steam line installation. E. D. Wacker, general sales manager; C. C. Hurst, Chicago sales manager; R. H. Hicks, assistant Chicago sales manager, and W. W. White, sales representative, were at the exhibit.

TAYLOR INSTRUMENT COMPANIES.—An item in the Taylor exhibit of particular interest to the meat packer who cans product was the firm's new combination full-scope controller and time control for steam retort cookers. This instrument operates in conjunction with control valves on the steam line and exhaust line. By means of this control, operator may pre-select processing temperature and correct cooking time. Timing mechanism begins to operate when retort reaches temperature, shutting off steam and opening exhaust valve at end of cooking period. The company also exhibited a retort temperature and pressure-cooling control used in cooking in water and cooling under pressure when processing in glass packages, small tin containers or extra large tin containers. Taylor men present to discuss possibilities of automatic



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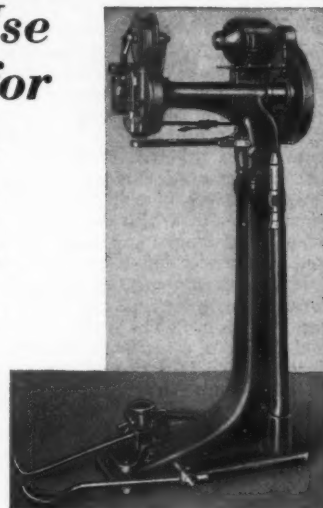
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control included F. K. Taylor, vice president and sales manager; F. S. Ward, manager, canning and meat packing sales; N. C. Schmid, sales engineering, D. G. Dunbar, manager of the St. Louis office, H. Pagenstecher, Chicago manager, and A. R. Lemke and C. E. George, Chicago representatives.

U. S. STEEL CORP. OF DELAWARE.—The display of U. S. Steel Corp. and its component companies dramatized the part played by stainless steel in processing meat and other foods. Giant murals depicting applications of this material in the food processing industries for steam-jacketed kettles and other uses were supplemented by displays showing stainless steel in six different finishes. Central portion of the exhibit was devoted to a realistic model of one of the company's mills, constructed almost entirely of cans. Samples of conveyor belts in a number of weights and sizes and industrial wire fencing were also shown, and a wide variety of literature was available to visitors. Among corporation and subsidiary executives present at the convention were C. V. McKaig, J. L. Perry, D. F. Austin and G. A. Price.

WORCESTER SALT CO.—Three stacked packages of Worcester salt, gliding about as if by magic on a small platform, caught the eye at the Worcester Salt Co. exhibit. On display were packaged salt and bags of Worcester canner's "A" salt, highly refined by the vacuum pan process pioneered by this organization. Shipments of this salt, sent to Wisconsin and Illinois canners last year, were said to have averaged exceedingly close to 100 per cent in purity. E. H. Pendelton, vice president and sales manager of the company; A. F. W. St. John, sales manager at Columbus, O.; W. W. Thune, Western sales manager; John Coyne, manager, Chicago office; and P. O. Hunter, Wisconsin-Illinois sales, represented the company.

YALE & TOWNE MFG. CO.—The canner's product and material handling problems and their solution were spotlighted by the exhibit of Yale & Towne Mfg. Co. The company displayed a telescopic tilting fork truck of 2,000-lb. capacity, equipped with exclusive Camo-tactor control; a ¼-ton capacity Cable-King electric hoist with push-button control, mounted on ball bearing trolley; a 2,500-lb. single-lift hand lift truck with rubber-tired wheels; a 4,000-lb. capacity hand lift scale truck equipped with Kron scale for weighing skid loads of materials, and the Roll-away jack, handy unit for use with special two-wheeled skids. C. H. Moeller, district sales manager; R. L. Biang, supervisor; and A. H. Dobler, G. C. Hays, S. M. March, C. M. Bartleme, R. H. Irwin and Arch James, Chicago representatives, showed the line.

ANOTHER PACKER USES RADIO

F. G. Vogt & Sons, Inc., Philadelphia, Pa., manufacturers of canned Philadelphia scrapple, is a joint sponsor of a 15-minute afternoon radio program.

Holmes Predicts More Industry Jobs in 1940

THE meat packing industry will have more jobs for more men during 1940. This was indicated by John Holmes, president of Swift & Company, in a new type of business report issued this week to each of the company's 60,000 employees.

"From an employment standpoint, there is a hopeful note for 1940 because even larger marketings of hogs are expected," said Mr. Holmes. "According to the U. S. Department of Agriculture, the federally inspected slaughter will increase to about 47 million hogs, approximately the number marketed before the drought and the agricultural control program of 1933 and 1934.

"We can expect our meat packing plants to be busier than they have been for several years."

War Effect Unpredictable

Whether such increased operations to handle larger marketings of hogs, which are now at their seasonal peak, will result in a more profitable year, the Swift president did not state. He did indicate that in the industry so dependent upon the laws of supply and demand, employment depends upon the volume of livestock and other raw materials available, and also that it was impossible to foretell what effect the present Euro-

pean war, and other problems, will have on the meat business.

A feature of the report is its simplified financial statements substituting every-day language for the usual accounting and financial terminology. An illustration of a tree with branches shows how income from sales of products is distributed to producers, employees, manufacturers of supplies, for transportation and other costs of doing business, with the remainder of 1.1 cents out of the average dollar of sales going to shareholders as earnings.

Employee's Share in Company

The booklet is profusely illustrated with photographs of Swift employees at work branding beef, stuffing sausage, wrapping bacon, pineapple-dipping frankfurts, cutting pork and performing other operations. Photographs or names of 607 men and two women with continuous service records of 35 years or longer are included in a special honor roll.

The report reviews progress made in the past year in stabilizing employment. It states that more than 80 per cent of hourly paid workers in Swift plants had steady employment throughout last year. Refinements in the company plan will bring greater stability of employment and income this year. Vacations with pay were taken by 52,646 employees in 1939. Accidents in the company's plants were 10 per cent fewer in 1939 than the previous year.

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The patented circulating, percolating cooking action of the new JOURDAN are the exclusive features that assure exclusive results. Sausage is cooked and colored in a single automatic operation... without handling! The JOURDAN delivers product clean, attractive and always uniform. If you're interested in procuring better sausage more easily and at less cost (and who isn't?) get the complete details of this improved JOURDAN Cooker now!



Manufactured under Patents: No. 1,690,449 (Nov. 6, 1928), No. 1,921,231 (Aug. 8, 1933). Other Pat. Pend.

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Chicago, Illinois

Western Office: 3223 San Leandro Street, Oakland, California

LIVESTOCK MARKETS *Weekly Review*

January Hog Receipts Are Heaviest in Years

JANUARY hog receipts were heavy at all markets and at Chicago the runs were the largest for any month since November, 1936, and the largest for January since 1934. Cattle receipts at Chicago were the second lightest for January since 1933, and fewer calves were received than in any January since 1910. Sheep and lamb receipts were well under those of a year earlier.

Average price of beef steers at Chicago was \$9.55 with a top of \$12.25. Hogs topped at \$6.00 and averaged \$5.35, the average being brought down by the large number of light, unfinished hogs marketed during the month. Lambs topped at \$9.60 and the average price was \$9.10.

Fat cows and heifers sold within an extreme price range of \$5.35 to \$11.35 with the bulk moving from \$5.85@9.75; canners and cutters ranged from \$3.60 @5.75 with a \$4.85 average. Bologna bulls averaged \$6.85 and ranged from \$5.50@7.65, while calves averaged \$10.75 and topped at \$13.50.

Average weights of hogs and sheep were heavier and cattle and calves were lighter in January than in December at Chicago. Average weight of hogs was 248 lbs. against 240 lbs. in December; sheep averaged 91 lbs. against 89 in December. These weights were approximately the same as averages in January, 1939. The cattle average at 1,048 was 2 lbs. under December.

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first three days this week were 17,140 cattle, 2,656 calves, 45,973 hogs and 10,874 sheep.

TOVREA BACKS BOY FEEDERS

Tovrea Packing Co., Phoenix, Ariz., is building up producer good will and gaining a sure supply of hand-fed baby beef in coming months by helping a number of young livestock feeders get first-hand experience in fattening cattle with minimum investment.

Late last October the company announced that it would supply 4-H Club members and Future Farmers with Hereford calves for feeding. The calves were charged out at the current price of feeders; when they are finished the company will buy them back at current price of baby beefs, deducting their feeder cost. The young feeders have the profit to the extent of weight gained and such difference as there may be between the price of feeder cattle at the time the calves were distributed and of finished cattle when they are sold.

The group, known throughout the state as the Tovrea Calf Club, got under way on November 4, 1939, when a field day was held at the Tovrea yards and 152 calves—108 steers and 44 heifers—were distributed to 102 boys. Individuals were limited to two calves.

The young feeders have a good opportunity to make some money and learn a lot about cattle feeding.

744,000 CATTLE IMPORTED

Mexico continues to be the chief source of live cattle imported into the United States for meat purposes. Although most of these cattle weigh less than 700 lbs., and go into feedlots before they are marketed, they ultimately contribute much to the beef supply of the country.

Most of the cattle imported from Canada weigh 700 lbs. or over and go almost immediately to slaughter.

Imports of cattle from Mexico during

1939 amounted to 478,565 head or 193,011 more than were received in 1938. Imports from Canada totaled 265,814 head in 1939, which was 135,493 head more than the 1938 movement.

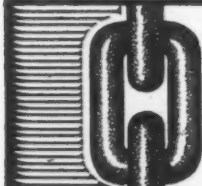
Live cattle imports for December, 1939, and the full year, compared with 1938:

	Dec. 1939.	Dec. 1938.	12 mos. 1939.	12 mos. 1938.
700 lbs. and over:				
Canada	2,509	6,628	172,753	75,529
Mexico	454	4,219	55,232	49,740
Total	2,963	10,847	227,985	125,269
200-700 lbs.:				
Canada	104	1,157	11,229	9,147
Mexico	23,554	24,172	390,074	233,732
Total	23,658	25,329	401,303	242,879
Under 200 lbs.:				
Canada	990	1,974	81,832	45,645
Mexico	237	98	33,259	2,062
Total	1,227	2,072	115,091	47,707
Total, other countries	156	6	620	705
Grand total	28,004	38,249	744,999	416,580
Canada total	3,603	9,754	265,814	130,321
Mexico total	24,245	28,489	478,565	285,554

LIVESTOCK SUPPLY SOURCES

Percentage of livestock slaughtered during December, bought at stockyards and direct, is reported by the U. S. Department of Agriculture, Agricultural Marketing Service, as follows:

	Dec. 1939. Per cent.	Nov. 1939. Per cent.	Dec. 1938. Per cent.
Cattle—			
Stockyards	76.40	76.95	73.21
Other	23.60	23.05	26.79
Calves—			
Stockyards	61.61	63.31	62.86
Other	38.39	36.69	37.14
Hogs—			
Stockyards	43.83	46.49	39.77
Other	56.17	53.51	60.23
Sheep and lambs—			
Stockyards	62.91	60.26	61.79
Other	37.09	39.74	38.21



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CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., February 1, 1940.—At 16 concentration points and 10 packing plants in Iowa and Minnesota hog prices strengthened slightly in the first four days this week, despite somewhat heavier receipts. For the four days butcher hogs closed steady to 10c higher and packing sows, steady to 15c up.

On Thursday's session, good to choice, 180-220-lb. butchers sold generally from \$5.00@5.30, bulk at plants, \$5.15@5.25, and at yards, \$5.05@5.15, few 5.20; 220-240-lb. brought \$5.00@5.20; 240-270-lb., \$4.80@5.05; 270-300-lb., \$4.65@4.85; 300-330-lb., \$4.50@4.70; 330-360-lb., \$4.35@4.60; 160-180-lb. light weights, \$4.70@5.15; sows, 330-lb. down, \$4.10@4.45, mostly \$4.25@4.35 at plants; 330-400-lb. sows, \$4.00@4.30; 400-500-lb., \$3.80@4.15.

Receipts at Corn Belt markets for week ended February 1:

	This week.	Last week.
Friday, Jan. 26.....	40,400	27,700
Saturday, Jan. 27.....	47,100	61,500
Monday, Jan. 29.....	47,700	62,200
Tuesday, Jan. 30.....	57,200	26,600
Wednesday, Jan. 31.....	43,700	30,200
Thursday, Feb. 1.....	24,400	24,400

KINDS OF LIVESTOCK KILLED

The percentage of each class of livestock slaughtered during December, 1939 compared with December, 1938:

	Dec. 1939.	Nov. 1939.	Dec. 1938.
	Per cent.	Per cent.	Per cent.
Cattle—			
Steers.....	49.78	45.25	43.25
Bulls and stags.....	3.85	3.60	3.25
Cows and heifers.....	46.37	51.15	53.50
Hogs—			
Sows.....	44.95	46.50	42.87
Barrows.....	54.91	52.94	56.32
Stags and boars.....	.56	.79	.81
Sheep and lambs—			
Lambs and yearlings.....	95.16	93.49	93.92
Sheep.....	6.51	6.40	6.08

EAST TENNESSEE SHOW

East Tennessee Packing Co., T. L. Lay Packing Co. and the Knoxville branches of Armour and Company and Swift & Company, with the Union Stock Yards and other local agencies, are sponsoring the fifth annual East Tennessee Fat Cattle Show and Sale, to be held at Knoxville, February 29 and March 1 and 2. Both carlot and individual entries will compete; cattle will come from 17 East Tennessee counties.

CANADA RESTRICTS EXPORTS

Exportation of calves' stomachs for manufacture of rennet has been prohibited by the Minister of Agriculture of Canada. Canadian buyers secured their principal supply from Poland; since this source is no longer available, conservation of domestic production is necessary.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, February 1, 1940, as reported by U. S. Department of Agriculture, Agricultural Marketing Service.

Hogs (soft & oily not quoted). CHICAGO. NAT. STK. YDS. OMAHA. KANS. CITY. ST. PAUL.

BARROWS AND GILTS:									
Good-choice:									
120-140 lbs.....	\$ 4.00@ 4.75	\$ 4.10@ 4.75	\$ 3.85@ 4.55	.....	\$ 4.25@ 4.50	.....	.....	.....	.....
140-160 lbs.....	4.50@ 5.25	4.60@ 5.25	4.35@ 4.85	.....	4.50@ 5.10	.....	.....	.....	.....
160-180 lbs.....	5.00@ 5.50	5.15@ 5.55	4.65@ 5.15	.....	4.75@ 5.25	.....	.....	.....	.....
180-200 lbs.....	5.35@ 5.60	5.45@ 5.55	5.00@ 5.15	.....	5.00@ 5.25	.....	.....	.....	.....
200-220 lbs.....	5.35@ 5.60	5.45@ 5.55	5.00@ 5.15	.....	5.10@ 5.25	.....	.....	.....	.....
220-240 lbs.....	5.25@ 5.55	5.30@ 5.55	5.00@ 5.15	.....	5.10@ 5.25	.....	.....	.....	.....
240-270 lbs.....	5.10@ 5.40	5.05@ 5.40	4.75@ 5.05	.....	4.90@ 5.15	.....	.....	.....	.....
270-300 lbs.....	5.00@ 5.25	4.90@ 5.15	4.60@ 4.85	.....	4.80@ 5.00	.....	.....	.....	.....
300-330 lbs.....	4.90@ 5.10	4.85@ 5.00	4.55@ 4.75	.....	4.70@ 4.90	.....	.....	.....	.....
330-360 lbs.....	4.75@ 5.00	4.75@ 4.90	4.50@ 4.65	.....	4.60@ 4.75	.....	.....	.....	.....
Medium:									
160-220 lbs.....	4.85@ 5.35	4.50@ 5.40	4.15@ 4.80	.....	4.75@ 5.15	.....	.....	.....	.....
SOWS:									
Good and choice:									
270-300 lbs.....	4.70@ 4.85	4.50@ 4.65	4.30@ 4.40	.....	4.30@ 4.40	.....	.....	.....	.....
300-330 lbs.....	4.60@ 4.75	4.50@ 4.65	4.30@ 4.40	.....	4.30@ 4.40	.....	.....	.....	.....
330-360 lbs.....	4.50@ 4.70	4.50@ 4.65	4.25@ 4.40	.....	4.25@ 4.35	.....	.....	.....	.....
Good:									
380-400 lbs.....	4.40@ 4.60	4.40@ 4.65	4.25@ 4.40	.....	4.20@ 4.30	.....	.....	.....	.....
400-450 lbs.....	4.35@ 4.50	4.25@ 4.55	4.25@ 4.30	.....	4.10@ 4.25	.....	.....	.....	.....
450-500 lbs.....	4.25@ 4.40	4.15@ 4.45	4.15@ 4.30	.....	4.00@ 4.15	.....	.....	.....	.....
Medium:									
250-500 lbs.....	3.75@ 4.25	3.75@ 4.45	3.90@ 4.15	.....	3.75@ 4.25	.....	.....	.....	.....
PIGS (Slaughter):									
Med. & good, 90-120 lbs.....	3.25@ 4.25	3.35@ 4.25	.....	.....	.....	.....	.....	.....	.....
Slaughter Cattle, Vealers and Calves:									
STEERS, choice:									
750-900 lbs.....	11.00@12.00	10.75@11.50	10.25@11.50	10.25@11.25	9.75@11.00	.....	.....	.....	.....
900-1100 lbs.....	10.75@11.75	10.50@11.50	10.25@11.50	10.00@11.25	9.50@11.00	.....	.....	.....	.....
1100-1300 lbs.....	10.50@11.75	10.25@11.25	10.00@11.50	9.50@11.25	9.00@10.50	.....	.....	.....	.....
1300-1500 lbs.....	10.00@11.25	10.00@11.00	9.50@11.50	9.25@10.75	9.00@10.00	.....	.....	.....	.....
STEERS, good:									
750-900 lbs.....	9.50@11.00	8.75@10.75	9.00@10.25	8.25@10.00	8.50@ 9.75	.....	.....	.....	.....
900-1100 lbs.....	9.25@10.75	8.50@10.50	8.50@10.25	8.00@10.00	8.25@ 9.50	.....	.....	.....	.....
1100-1300 lbs.....	9.00@10.50	8.25@10.25	8.00@10.00	8.00@ 9.75	8.00@ 9.25	.....	.....	.....	.....
1300-1500 lbs.....	8.75@10.00	8.25@10.00	8.00@ 9.75	8.00@ 9.25	7.75@ 9.00	.....	.....	.....	.....
STEERS, medium:									
750-1100 lbs.....	8.25@ 9.25	7.50@ 8.75	7.25@ 8.75	7.00@ 8.00	7.00@ 8.50	.....	.....	.....	.....
1100-1300 lbs.....	7.25@ 8.50	7.50@ 8.50	7.00@ 8.00	7.00@ 8.00	7.00@ 8.25	.....	.....	.....	.....
STEERS, common:									
750-1100 lbs.....	6.50@ 7.25	6.50@ 7.50	6.00@ 7.25	6.25@ 7.00	6.00@ 7.00	.....	.....	.....	.....
STEERS, HEIFERS AND MIXED:									
Choice, 500-750 lbs.....	10.25@11.00	9.50@10.25	9.50@10.50	9.50@10.50	9.00@10.25	.....	.....	.....	.....
Good, 500-750 lbs.....	9.00@10.25	8.25@ 9.50	8.25@ 9.50	7.75@ 9.50	8.25@ 9.50	.....	.....	.....	.....
HEIFERS:									
Choice, 750-900 lbs.....	9.75@11.00	9.25@10.25	9.00@10.25	9.25@10.10	9.00@ 9.75	.....	.....	.....	.....
Good, 750-900 lbs.....	8.50@ 9.75	8.25@ 9.25	8.00@ 9.25	7.75@ 9.50	8.00@ 9.00	.....	.....	.....	.....
Medium, 500-900 lbs.....	7.50@ 8.50	7.50@ 8.25	6.75@ 8.00	6.75@ 7.75	8.75@ 8.00	.....	.....	.....	.....
Common, 500-900 lbs.....	6.25@ 7.50	6.50@ 7.50	6.00@ 6.75	6.00@ 6.75	5.50@ 6.75	.....	.....	.....	.....
COWS, all weights:									
Good.....	6.00@ 6.75	6.00@ 7.00	6.00@ 6.75	6.00@ 7.00	6.25@ 6.75	.....	.....	.....	.....
Medium.....	5.35@ 6.00	5.00@ 6.00	5.00@ 6.00	5.25@ 6.00	5.50@ 6.25	.....	.....	.....	.....
Cutter and common.....	4.40@ 5.35	4.50@ 5.00	4.25@ 5.00	4.25@ 5.25	4.50@ 5.50	.....	.....	.....	.....
Canner (low cutter).....	3.75@ 4.40	3.50@ 4.50	3.75@ 4.25	3.50@ 4.25	3.50@ 4.50	.....	.....	.....	.....
BULLS (Ylgs. Excl.), all weights:									
Beef, good.....	6.50@ 7.00	6.50@ 6.75	6.25@ 6.75	6.00@ 7.00	6.50@ 6.75	.....	.....	.....	.....
Sausage, good.....	6.75@ 7.25	6.85@ 6.85	6.00@ 6.40	6.50@ 6.75	6.25@ 6.50	.....	.....	.....	.....
Sausage, medium.....	6.50@ 6.75	6.25@ 6.75	5.50@ 6.00	5.75@ 6.50	5.75@ 6.25	.....	.....	.....	.....
Sausage, cutter & com.....	5.75@ 6.50	5.75@ 6.25	5.00@ 5.50	5.00@ 5.75	5.00@ 5.75	.....	.....	.....	.....
VEALERS, all weights:									
Good and choice.....	10.50@12.00	10.25@11.50	8.50@10.00	9.00@11.50	9.50@11.50	.....	.....	.....	.....
Common and medium.....	7.50@10.50	7.75@10.25	7.50@ 8.50	7.00@ 9.00	6.50@ 9.50	.....	.....	.....	.....
Cull.....	6.50@ 7.50	5.25@ 7.75	5.00@ 7.50	5.50@ 7.00	5.00@ 6.50	.....	.....	.....	.....
CALVES, 400 lbs. down:									
Good and choice.....	7.75@ 8.75	7.50@ 9.50	7.50@ 9.00	7.50@ 9.25	8.50@10.50	.....	.....	.....	.....
Common and medium.....	6.25@ 7.75	6.00@ 7.50	6.00@ 7.50	6.00@ 7.50	6.00@ 8.50	.....	.....	.....	.....
Cull.....	5.00@ 6.25	5.00@ 6.00	5.00@ 6.00	5.00@ 6.00	5.00@ 6.00	.....	.....	.....	.....
Slaughter Lambs and Sheep:									
LAMBS:									
Choice (closely sorted).....	9.35@ 9.40	.....	.....	.....	.....	.....	.....	.....	.....
*Good and choice.....	9.00@ 9.25	9.00@ 9.35	9.00@ 9.25	8.75@ 9.10	8.90@ 9.15	.....	.....	.....	.....
*Medium and good.....	8.50@ 8.75	8.00@ 8.75	8.25@ 8.75	7.75@ 8.50	8.25@ 8.75	.....	.....	.....	.....
Common.....	6.35@ 8.35	5.75@ 7.75	6.25@ 8.25	6.50@ 7.50	6.25@ 8.00	.....	.....	.....	.....
YEARLING WETHERS (shorn):									
Good and choice.....	7.50@ 8.25	.....	.....	.....	.....	.....	.....	.....	.....
Medium.....	6.85@ 7.75	.....	.....	.....	.....	.....	.....	.....	.....
EWES (shorn):									
Good and choice.....	4.15@ 5.25	3.50@ 4.50	4.00@ 5.00	3.75@ 4.80	4.00@ 4.85	.....	.....	.....	.....
Common and medium.....	2.50@ 4.15	2.25@ 3.50	2.75@ 4.00	2.50@ 3.75	2.50@ 4.00	.....	.....	.....	.....

*Quotations based on animals of current seasonal market weights and wool growth.

*Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

PACIFIC COAST LIVESTOCK

Receipts for 5 days ended January 26:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles.....	4,526	1,023	1,893	1,186
San Francisco.....	1,025	55	1,300	3,450
Portland.....	2,530	260	2,865	2,835

CARELESS HOG SCALDING

Careless work in hog scalding costs money. Read "PORK PACKING," The National Provisioner's handbook on operations in the pork plant.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 27, 1940, as reported to The National Provisioner:

CHICAGO.

Armour and Company, 8,979 hogs; Swift & Company, 7,560 hogs; Wilson & Co., 6,881 hogs; Agar Packing Co., 6,711 hogs; Western Packing Co., Inc., 5,568 hogs; shippers, 20,908 hogs; others, 34,994 hogs.

Total: 35,380 cattle; 4,756 calves; 89,601 hogs; 46,364 sheep.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,901	714	4,041	6,886
Cudahy Pkg. Co.	1,968	467	2,005	4,259
Swift & Company	1,711	506	2,865	5,688
Wilson & Co.	1,475	340	2,341	4,086
Ind. Pkg. Co.	.....	.....	300	.....
Kornblum Pkg. Co.	857	.....	.....	.....
Others	3,047	70	4,602	937
Total	11,959	2,097	16,154	21,850

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Company	4,998	11,435	4,300
Cudahy Pkg. Co.	3,327	7,733	7,084
Swift & Company	3,926	6,667	5,861
Wilson & Co.	1,422	4,968	2,351
Others	.....	11,083	.....
Cattle and calves: Eagle Pkg. Co., 14; Greater Omaha Pkg. Co., 82; Geo. Hoffmann, 33; Lewis Pkg. Co., 525; Nebraska Beef Co., 641; Omaha Pkg. Co., 174; John Roth, 72; South Omaha Pkg. Co., 372; Lincoln Pkg. Co., 197.			
Total	15,783	cattle and calves;	41,886 hogs;
	19,695	sheep.	

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,661	1,106	6,770	3,278
Swift & Company	2,712	669	5,866	3,662
Hunter Pkg. Co.	1,285	239	6,298	931
Hell Pkg. Co.	.....	.....	2,778	.....
Krey Pkg. Co.	.....	.....	3,904	.....
Laclede Pkg. Co.	.....	.....	2,406	.....
Sieloff Pkg. Co.	.....	.....	1,588	.....
Shippers	1,537	1,974	24,718	84
Others	2,771	157	2,029	445
Total	10,966	4,145	56,357	8,350
Not including 1,274 cattle, 2,408 calves, 45,003 hogs, and 2,670 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	2,207	392	12,583	13,735
Armour and Company	2,197	353	10,109	5,361
Others	1,169	2	1,148	446
Total	5,573	747	23,840	19,542
Not including 4,973 hogs bought direct.				

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,324	70	13,814	4,389
Armour and Company	2,385	52	14,257	5,003
Swift & Company	2,069	44	8,371	3,710
Shippers	1,699	9	8,904	50
Others	277	4	128	3
Total	8,754	179	45,474	13,135

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	1,939	786	2,736	1,000
Wilson & Co.	1,888	847	2,895	924
Others	221	21	1,003	2
Total	4,048	1,654	7,234	1,926
Not including 16 cattle and 963 hogs bought direct.				

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,446	3,011	26,933	5,724
Riffin Pkg. Co.	620	28	.....	.....
Swift & Company	4,862	4,365	37,619	11,717
United Pkg. Co.	2,046	266	.....	.....
Cudahy Pkg. Co.	544	2,320	.....	.....
Others	1,887	935	.....	.....
Total	12,355	10,915	64,552	17,441

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	844	161	2,619	6,629
Swift & Company	844	159	3,775	5,322
Cudahy Pkg. Co.	557	60	2,191	1,894
Others	1,396	206	1,664	4,474
Total	3,641	586	10,249	18,319

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,561	814	3,171	3,614
Swift & Company	1,966	76	1,128	3,735
Blue Bonnet Pkg. Co.	52	6	854	2
City Pkg. Co.	233	8	970	.....
Rosenthal Pkg. Co.	56	5	201	.....
Total	4,808	1,507	6,424	7,351

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	831	642	3,793	5,506
Dold Pkg. Co.	346	49	1,229	117
Wichita D. B. Co.	.....	.....	.....	.....
Dunn-Ostertag	64	.....	115	.....
Fred W. Dold	94	.....	697	.....
Sundowner Pkg. Co.	30	.....	256	.....
Pioneer Cattle Co.	9	.....	.....	.....
Keefe Pkg. Co.	.....	.....	.....	.....
Interstate Pkg. Co.	224	.....	96	.....
Total	1,598	691	6,168	5,623
Not including 29 cattle and 3,067 hogs bought direct.				

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,634	714	21,516	1,334
Armour and Company	884	102	2,363	.....
Hilgemeier Bros.	10	.....	1,426	.....
Stumpf Bros.	.....	.....	143	.....
Meier Pkg. Co.	53	.....	340	.....
Stark Wetzel	172	21	460	.....
Wahlitz and Deters	45	59	417	39
Maass Hartman Co.	33	14	.....	.....
Shippers	2,233	1,441	20,737	9,408
Others	529	93	340	258
Total	5,593	2,444	47,762	11,039

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	.....	13	.....	216
E. Kahn's Sons Co.	558	231	6,923	244
Lohrey Packing Co.	3	.....	316	.....
H. H. Meyer Pkg. Co.	9	.....	3,338	.....
J. Schlachter's Sons	151	142	.....	30
J. F. Schroth P. Co.	14	.....	2,638	.....
J. F. Stegner Co.	350	227	.....	10
Shippers	2,233	1,441	20,737	9,408
Others	1,383	587	1,141	143
Total	2,882	1,200	17,201	643
Not including 733 cattle, 80 calves, 4,707 hogs and 615 sheep bought direct.				

RECAPITULATION.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	33,380	32,609	32,168	.....
Kansas City	11,959	12,854	13,331	.....
Omaha*	15,783	14,420	15,530	.....
East St. Louis	10,966	12,638	10,901	.....
St. Joseph	5,573	6,323	5,022	.....
Sioux City	8,754	7,157	8,234	.....
Oklahoma City	4,048	3,952	3,692	.....
Wichita	1,598	1,675	2,644	.....
Denver	3,641	3,388	3,259	.....
St. Paul	12,355	10,397	14,904	.....
Milwaukee	3,405	2,810	4,215	.....
Indianapolis	5,593	5,754	6,942	.....
Cincinnati	2,882	2,931	2,801	.....
Ft. Worth	4,808	5,514	5,580	.....
Total	124,745	122,512	128,223	.....

HOGS.

	No.	Av. Wt.	Prices—
Chicago	89,601	78.905	67.343
Kansas City	16,154	11.917	6.366
Omaha	14,886	48.896	28.522
East St. Louis	56,357	58.976	42.497
St. Joseph	23,840	17.771	12.548
Sioux City	45,474	42.964	31.526
Oklahoma City	7,234	8.512	6.966
Wichita	6,168	4.283	2.984
Denver	10,249	11.280	5.885
St. Paul	64,552	67.253	41.564
Milwaukee	13,363	10.662	8.689
Indianapolis	47,762	53.040	28.070
Cincinnati	17,201	19.879	13.601
Ft. Worth	6,424	7.475	5.195
Total	446,285	436.843	302.788

SHEEP.

	No.	Av. Wt.	Prices—
Chicago	46,364	37.949	51.811
Kansas City	21,335	24.126	28.912
Omaha	19,695	18.571	19.604
East St. Louis	8,350	6.506	7.258
St. Joseph	19,542	18.581	18.357
Sioux City	13,135	16.025	13.033
Oklahoma City	1,926	3.353	2.087
Denver	8,226	8.050	3.935
St. Paul	18,319	18.340	19.071
St. Paul	17,441	17.300	13.689
Milwaukee	2,297	1.807	2.023
Indianapolis	11,039	13.387	11.238
Cincinnati	643	7.793	1.053
Ft. Worth	7,351	5.236	8.480
Total	193,601	186.933	199.471

*Cattle and calves.
†Not including directs.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 22	11,854	953	42,598	12,002
Tues., Jan. 23	7,235	1,807	27,163	14,227
Wed., Jan. 24	9,515	1,429	21,605	6,917
Thurs., Jan. 25	4,468	759	15,429	10,488
Fri., Jan. 26	1,067	465	19,334	7,414
Sat., Jan. 27	200	.....	7,500	5,000

*Total this week.....34,369 5,412 133,660 54,128
Previous week.....33,827 2,411 136,249 44,079
Year ago.....34,446 5,651 96,810 61,933
Two years ago.....40,540 4,765 118,586 66,819

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 22	2,626	.....	4,992	2,995
Tues., Jan. 23	2,174	1	4,207	249
Wed., Jan. 24	3,015	24	4,259	31
Thurs., Jan. 25	1,279	80	2,837	2,827
Fri., Jan. 26	231	100	4,976	1,165
Sat., Jan. 27	.....	.....	200	500

Total this week.....9,325 205 21,441 7,267
Previous week.....8,196 32 13,251 4,391
Year ago.....9,226 412 20,678 18,589
Two years ago.....10,975 496 20,673 17,013

*Including 482 cattle, 574 calves, 40,033 hogs and 7,974 sheep direct to packers, from other points.
†All receipts include directs.

JANUARY AND YEAR RECEIPTS.

	1940.	1939.	Gain.	Loss.
Cattle	140,651	135,025	5,626	.....
Calves	16,311	23,315	.....	7,004
Hogs	537,408	449,941	87,467	.....
Sheep	182,623	219,522	.....	36,899

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Week ended Jan. 27	\$9.45	\$5.20	\$4.55	\$9.25
Previous week	9.75	5.45	4.30	9.10
1939	10.45	7.55	4.35	9.00
1938	8.10	8.15	3.85	7.85
1937	10.75	10.00	5.50	10.45
1936	8.95	10.05	4.35	10.35
1935	10.00	7.70	4.00	8.45
Av. 1935-1939	\$9.65	8.70	\$4.40	\$9.20

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended Jan. 27	25,044	112,219	48,961
Previous week	25,739	123,162	38,497
1939	25,068	76,900	44,473
1938	29,732	98,381	52,836
1937	30,372	99,827	51,551
1936	28,558	72,265	50,451

HOG RECEIPTS, WEIGHTS AND PRICES.

	No.	Av. Wt.	Prices—
Week ended Jan. 27	133,700	249	\$5.70 \$5.20
Previous week	136,249	256	6.00 5.45
1939	92,368	247	8.00 7.55
1938	118,595	242	9.10 8.15
1937	115,293	236	10.45 10.00
1936	89,571	236	10.40 10.05
1935	102,892	224	8.00 7.70
Av. 1935-1939	103,700	237	\$9.20 \$8.70

*Receipts and average weight for week ending Jan. 27, 1940, estimated.

CHICAGO HOG SLAUGHTERS.

Hog slaughter at Chicago under federal inspection for week ending Friday, Jan. 26:

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended January 27, 1940.

CATTLE

	Week ended Jan. 27.	Prev. week.	Cor. week, 1939.
Chicago ¹	24,670	25,283	33,296
Kansas City	14,066	14,801	15,730
Omaha ²	15,754	18,563	14,909
East St. Louis	9,429	10,137	8,829
St. Joseph	5,938	5,969	5,521
St. Louis City	7,205	6,649	5,945
Wichita ³	2,318	2,248	3,490
Fort Worth	6,405	5,514	5,580
Philadelphia	1,859	1,728	2,011
Indianapolis	1,679	1,598	2,016
New York & Jersey City	9,105	8,985	9,807
Oklahoma City ⁴	5,718	5,690	5,120
Cincinnati	2,815	3,740	3,497
Denver	4,065	3,006	3,741
St. Paul	9,974	8,970	12,749
Milwaukee	3,281	2,719	3,979
Total	124,271	120,490	136,220

¹Cattle and calves.

HOGS

Chicago	134,489	145,496	97,275
Kansas City	53,223	51,297	35,548
Omaha	54,076	67,020	43,317
East St. Louis ¹	78,458	86,459	58,545
St. Joseph	27,819	23,376	15,831
St. Louis City	54,007	53,063	31,170
Wichita	9,235	6,728	5,035
Fort Worth	6,424	7,475	5,195
Philadelphia	20,151	20,467	18,927
Indianapolis	22,257	26,464	15,113
New York & Jersey City	53,293	49,442	51,398
Oklahoma City	8,197	8,590	7,877
Cincinnati	15,211	17,101	14,240
Denver	10,551	11,130	6,138
St. Paul	64,552	67,253	56,037
Milwaukee	13,352	10,679	1,990
Total	625,295	653,010	463,134

¹Includes National Stock Yards, East St. Louis, Ill., and St. Louis, Mo.

SHEEP

Chicago ¹	39,576	33,354	37,882
Kansas City	21,856	24,128	28,912
Omaha	22,383	21,628	21,446
East St. Louis	8,316	6,506	7,148
St. Joseph	19,096	17,876	17,648
St. Louis City	14,522	16,124	12,089
Wichita	5,623	5,050	3,855
Fort Worth	7,351	5,238	8,480
Philadelphia	2,440	2,740	4,195
Indianapolis	3,392	4,613	3,272
New York & Jersey City	61,910	66,273	62,623
Oklahoma City	1,928	3,353	2,067
Cincinnati	3,280	1,014	2,061
Denver	6,559	8,918	3,741
St. Paul	17,441	17,309	13,689
Milwaukee	2,297	1,806	1,990
Total	235,948	236,124	231,118

¹Not including directs.

RECEIPTS AT CHIEF CENTERS

Receipts for week ended January 27:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Jan. 27	156,000	530,000	251,000
Previous week	171,000	578,000	269,000
1939	187,000	369,000	297,000
1938	189,000	434,000	290,000
1937	199,000	420,000	328,000
At 11 markets:		Hogs.	
Week ended Jan. 27		485,000	
Previous week		507,000	
1939		304,000	
1938		377,000	
1937		361,000	
1936		293,000	
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 27	113,000	402,000	175,000
Previous week	117,000	440,000	174,000
1939	121,000	265,000	186,000
1938	152,000	425,000	217,000
1937	140,000	312,000	205,000
1936	139,000	255,000	209,000

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Marketing Service.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending January 27, 1940	10,480 ¹	3,033	2,717
Week previous	10,160 ¹	2,623	3,061
Same week year ago	8,186	2,428	2,628
COWS, carcass			
Week ending January 27, 1940	786	944	2,654
Week previous	1,146	916	2,843
Same week year ago	1,999	1,595	2,878
BULLS, carcass			
Week ending January 27, 1940	292	528 ¹	11
Week previous	277 ¹	388	20
Same week year ago	222	354	0
VEAL, carcass			
Week ending January 27, 1940	9,613	876	429
Week previous	12,171	961	757
Same week year ago	8,152	1,585	775
LAMB, carcass			
Week ending January 27, 1940	47,087	15,305	18,540
Week previous	46,852	13,841	19,827
Same week year ago	40,764	17,540	15,966
MUTTON, carcass			
Week ending January 27, 1940	2,469	614	398
Week previous	1,595	377	1,672
Same week year ago	2,003	521	722
PORK CUTS, lbs.			
Week ending January 27, 1940	3,183,130	733,119	874,810
Week previous	3,284,799	526,328	577,543
Same week year ago	2,705,377	570,170	294,615
BEEF CUTS, lbs.			
Week ending January 27, 1940	105,821		
Week previous	330,637		
Same week year ago	541,580		

LOCAL SLAUGHTERS.

CATTLE, head	Week ending January 27, 1940	9,105	1,859
	Week previous	8,985	1,728
	Same week year ago	9,807	2,011
CALVES, head	Week ending January 27, 1940	12,888	2,316
	Week previous	12,715	2,112
	Same week year ago	13,290	2,521
HOGS, head	Week ending January 27, 1940	52,853	20,151
	Week previous	49,442	20,467
	Same week year ago	48,903	18,927
SHEEP, head	Week ending January 27, 1940	61,910	2,440
	Week previous	66,273	2,740
	Same week year ago	62,623	4,195

Country dressed product at New York totaled 3,108 veal, 8 hogs and 221 lambs. Previous week 2,624 veal, 21 hogs and 168 lambs in addition to that shown above.

WEEKLY INSPECTED KILL

Number of animals processed in selected centers for the week ended January 26, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
New York Area ¹	9,104	12,747	53,293	61,867
Phila. & Balt.	3,321	1,006	38,819	1,633
Ohio-Indiana Group ²	7,971	3,237	55,527	9,193
Chicago	26,727	6,312	134,489	58,703
St. Louis Area ³	10,066	4,811	78,458	10,407
Kansas City	11,646	3,583	53,223	24,802
Southwest Group ⁴	14,293	4,844	44,124	30,839
Omaha	14,118	784	54,076	23,284
St. Paul-Winc. Group ⁵	6,360	248	54,007	19,699
Interior Iowa & So. Minn. ⁶	17,073	32,104	134,664	24,215
Total	134,282	75,987	892,063	310,696
Total prev. week	137,864	58,576	945,939	302,042
Total last year	140,208	70,492	898,573	296,679

¹Includes New York City, Newark, and Jersey City. ²Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind. ³Includes National Stock yards and East St. Louis, Ill., and St. Louis, Mo. ⁴Includes So. St. Joseph, Wichita, Oklahoma City, and Ft. Worth. ⁵Includes St. Paul, Minn., Madison, and Milwaukee, Wisconsin. ⁶Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa.

CANADIAN LIVESTOCK PRICES

	Week ended Jan. 25.	Last week, 1939.	Same week
STEERS.			
Toronto	\$ 8.00	\$ 7.90	\$ 8.00
Montreal	7.90	7.75	7.50
Winnipeg	7.25	7.25	7.50
Calgary	7.00	7.00	7.25
Edmonton	6.75	6.75	6.50
Prince Albert	6.35	6.35	6.50
Moose Jaw	6.50	6.50	6.25
Saskatoon	7.00	7.00	6.25
Regina	6.50	6.75	5.50
Vancouver	7.25	7.25	6.50
VEAL CALVES.			
Toronto	\$13.50	\$13.00	\$11.25
Montreal	12.00	12.00	11.00
Winnipeg	11.00	10.50	9.00
Calgary	8.50	8.50	8.00
Edmonton	9.00	9.00	7.00
Prince Albert	7.00	7.00	6.50
Moose Jaw	8.00	8.00	7.00
Saskatoon	10.25	10.00	8.00
Regina	9.00	9.00	9.00
Vancouver	8.50	8.25	7.00
BACON HOGS.			
Toronto	\$ 9.25	\$ 9.10	\$ 8.65
Montreal ¹	9.40	9.30	8.75
Winnipeg ¹	8.60	9.00	8.75
Calgary	8.65	8.35	8.50
Edmonton	8.50	8.40	8.35
Prince Albert	8.30	8.30	8.50
Moose Jaw	8.35	8.35	8.60
Saskatoon	8.30	8.45	8.50
Regina	8.35	8.35	8.60
Vancouver	8.10	8.50	

¹Montreal and Winnipeg hogs sold on a "F. & W." basis; all others "off trucks."

GOOD LAMBS.

Toronto	\$10.90	\$10.75	\$ 8.75
Montreal	8.50	10.00	8.50
Winnipeg	9.25	9.25	8.00
Calgary	8.75	8.65	7.00
Edmonton	9.00	9.00	
Prince Albert	8.00	8.00	
Moose Jaw			7.25
Saskatoon	8.35	8.25	
Regina	8.50	8.50	
Vancouver	9.50		

WATCH YOUR KILLING FATS

It is important that killing fats should go directly to the rendering kettle. "PORK PACKING," The National Provisioner's pork plant book, explains why and gives many other important details of lard rendering.

CANADIAN EXPORTS TO U. S.

Exports to United States in December, 1939:

	Dec., 1939.	Dec., 1938.
Cattle, no.	4,862	10,512
Calves, no.	1,260	2,030
Hogs, no.	1	11
Sheep, no.	168	140
Beef, lbs.	4,400	103,890
Bacon, lbs.	45,300	48,000
Pork, lbs.	262,800	168,500
Canned Meat, lbs.	807	139

Canned Foods Publicity

(Continued from page 14.)

variety of miscellaneous subjects relative to canned foods or canning technology.

These findings not only checked with prior experience in professional contacts, but these figures were so impressive that the original plan to limit discussion to the broad headings described previously has been continued in current releases.

As illustration of the subject matter of past releases, the following summary has been prepared. Each of these releases dealt directly with commercially canned foods. As will be noted, the releases cover the broader aspects of canned food knowledge. No attempt has been made to feature specific products.

PUBLIC HEALTH ASPECTS.—"Heat Sterilization of Canned Foods;" "Food in the Open Can;" "Iron and Tin Salts," and "A Message to Home Canners."

NUTRITIVE ASPECTS.—"Canned Foods as Protein Sources;" "Canned Foods and Energy Requirement;" "Advances in the Science of Nutrition;" "Conservation of Protective Food Elements During Canning;" "Canned Foods in Child and Infant Nutrition;" "Vitamin Stability During Canning;" "Vitamin Units and Standards;" "The Avitaminoses," and "Quantitative Estimation of the Vitamins."

CANNING TECHNOLOGY.—"The Tin Container," and "Basic Operations in Commercial Canning Procedures."

Demand for Text Book

A demand soon became apparent for some type of binding in which these monthly journal releases could be held together for future reference within one cover.

Finally, due to the insistent demand for some sort of book containing this information, all releases issued up to July, 1936, were collected in one volume, submitted to the Council on Foods for its consideration and acceptance, and issued at the 1936 convention of the American Medical Association as the book, "Facts About Commercially Canned Foods." This text was made available gratis upon written request only.

The success of this modest publication was encouraging. As a result, a second book, "Nutritive Aspects of Canned Foods," was prepared, accepted by the Council on Foods, and issued at the 1937 convention of the American Medical Association. In the preparation of this text, considerable dependence was placed on many constructive suggestions received from members of the professions to whom it was originally intended to bring the facts about canned foods. This book, "Nutritive Aspects of Canned Foods," was accorded a most satisfactory reception, and last year an edition in French was prepared for Canadian distribution.

The next book in this educational advertising campaign was the "Canned Food Reference Manual." This text, while eliminating some features contained in "Nutritive Aspects of Canned Foods," contains considerable additional material, including a number of original tables, which have proved of practical value to the various professions. This book, which was also accepted by the Council on Foods and issued at the 1939 convention of the American Medical Association, has undergone several reprintings and is now scheduled for revision as a second edition during the current year.

Publications Distributed

In dealing with the home economics profession, it was felt that there was special need for material which could not be covered very satisfactorily in text book form. Therefore, our home economics department has periodically issued various publications, including charts, and can-size demonstration sets specifically designed for home economists, both in high schools and colleges. These publications serve to present more specific information than would otherwise be possible.

The distribution statistics on some of the items may be of interest. These texts and booklets have been issued only on written request to all states in the Union, all U. S. possessions, Canada, England, Continental Europe, China, South Africa, Australia, New Zealand, Mexico, Cuba, and South America. The volume of distribution up to the first of the current year was as follows:

PUBLICATION.	NO. OF COPIES.
Canned Food Reference Manual.....	20,223
Nutritive Aspects of Canned Foods.....	54,070
Facts About Commercially Canned Foods....	4,750
Canned Food Handbook (7 revisions).....	432,720
Canned Food Facts.....	79,044
More About Canned Foods.....	114,076
What's in a Can.....	120,801
Vitamin Charts.....	400,000
Home Economics Lessons.....	34,520
Can Demonstration Sets.....	24,811

Most of these publications went to members of the five professions who are engaged either in private practice or in teaching. The later texts have also found favor among state and federal health officials, food regulatory officials or agencies, as well as various departments in many universities and colleges.

In a number of instances, these books have been used as class texts or reference manuals in graduate and medical schools. Total distribution figures for all types of literature, both lay and professional, extends well into the millions.

Changing Professional Interests

Perhaps the most reliable means of gauging the results of educational advertising of this character are, first, the history of distribution of educational literature, and second, consideration of the nature of correspondence and the special requests for information on canned foods arising as a result of the advertising endeavor.

Distribution of the various items of literature on written request has often been followed by unsolicited statements of approval of the type of work in which we were engaged. Such expressions have been both gratifying and encouraging. Equally encouraging has been the marked change in the tenor of correspondence coming in from the professions.

As has been described, the early inquiries revealed a marked interest in, and an occasional suspicion regarding, the safety of canned foods, and their nutritive values, particularly the effect of canning on the known essential vitamins. Since early in 1938, however, our correspondence reveals a marked decrease in inquiries of this type. In fact, during 1939 not a single communication was received from a member of the pro-

(Continued on page 52.)

F. C. ROGERS CO.

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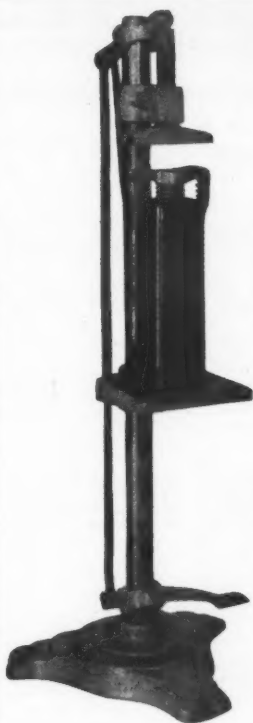
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for use in sausage kitchens

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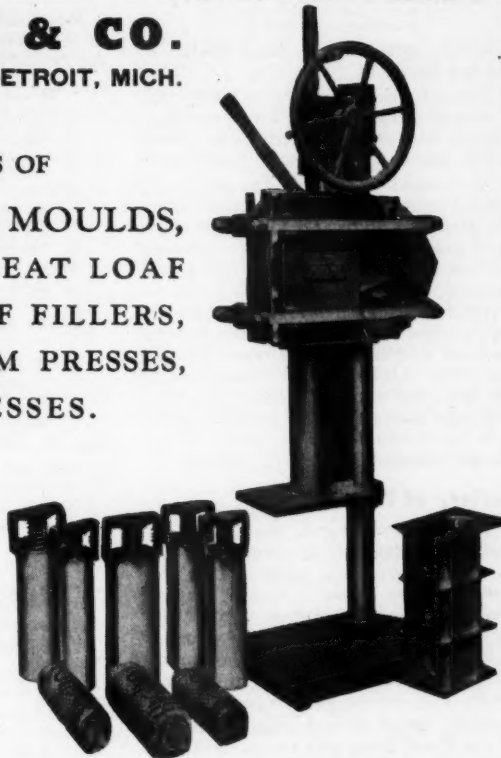
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HAM CYLINDERS, MEAT LOAF
MOULDS, MEAT LOAF FILLERS,
FOOT OPERATED HAM PRESSES,
MEAT SHAPING PRESSES.

WRITE US. WE WILL CALL
AND SHOW YOU SAMPLES
AND CONVINCE YOU WE
HAVE THE MOST OUT-
STANDING EQUIPMENT
ON THE MARKET.

WRITE FOR CATALOG



ONLY THE PRACTICAL AND THE VERY BEST

11 Reasons

*Why Every Sausage Maker Should Use
Dry Milk Solids Not Over 1½% Fat*

- | | |
|--------------------------------|-------------------------|
| 1. Improved Flavor | 7. Higher Food Value |
| 2. More Attractive Color | 8. Good Keeping Quality |
| 3. Superior Moisture Retention | 9. Less Shrinkage |
| 4. Smooth Slicing | 10. Economy |
| 5. Reduced Crumbling | 11. Ease of Use |
| 6. Less "Leaking" | |

These, and many other facts of interest to sausage makers, are explained in this new pocket size booklet which will be sent free on request.

Dry milk solids not over 1½% fat is the product resulting from the removal of fat and water from milk. It contains not over 5% moisture.

AMERICAN DRY MILK INSTITUTE, Inc.
221 NORTH LA SALLE STREET, CHICAGO

57
QUESTIONS
and
ANSWERS
for the
SAUSAGE
MAKER
★

Please mail "57 Questions and Answers" to

Name

Firm

Address

Canned Foods Publicity

(Continued from page 50.)

fessions questioning the safety of canned foods.

This situation presents an interesting contrast to that existing four years ago, and is an unanticipated development which will be followed with interest.

A changed interest in the matter of vitamin stability and vitamin occurrence has also been noticeable. Where formerly inquiries related mainly to stability and occurrence of ascorbic acid and thiamin, during the past two years interest has been transferred to more recently discovered or recognized factors, such as riboflavin and vitamin B₆. Of particular interest to this group will be the fact that correspondence relative to nutritive values of meats and meat products has continued. This point will be discussed later.

Variety of Problems

Another new interest has lain in the possible application of canning principles to purely local problems. These problems have varied in nature, ranging from the preservation of certain physiological solutions or biological specimens to the canning of perishable food materials tendered in payment of medical fees.

Again, prior to and since enactment of the Food, Drug and Cosmetic Act of 1938, home economists in particular have inquired regarding the various implications of the law and their possible effect on present grade standards or canning practices. Neither time nor space will permit description of other unusual items or problems revealed during the past four and a half years of this educational advertising campaign on canned foods.

We like to believe that this definite change in degree of interest—particularly in regard to the public health aspects of canned foods—is in part due to widespread distribution of our advertising literature, which treats rather completely of the various phases of canned foods. While we do not wish to imply that the task of professional education on canned foods is in any wise complete, our experience does indicate a definite change to a more cordial and receptive professional attitude towards the products of the canned foods industry.

Need for Further Research

On occasions it has been a little embarrassing not to be able to give more exact answers to some of the inquiries received from the various professions; but the facts upon which the answers to such questions would have to be based were simply not available. As a practical example, there is very great need for a table giving the mineral values of canned foods.

This information is often needed daily by physicians in private practice and by dietitians in hospitals or institutions, both private and eleemosynary, which are users of large quantities of canned

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, at Chicago and Eastern markets on January 31, 1940:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEER, Choice ¹ :				
400-500 lbs.	\$15.50@17.50			
500-600 lbs.	15.50@17.50		\$16.50@17.50	\$17.00@17.50
600-700 lbs.	14.50@16.50	\$15.50@16.50	16.50@17.50	16.50@17.00
700-800 lbs.	14.50@16.50	15.50@16.50	16.00@16.50	16.00@16.50
STEER, Good ¹ :				
400-500 lbs.	14.50@15.50		14.50@16.00	14.00@15.50
500-600 lbs.	13.50@15.00		14.50@15.50	14.00@15.50
600-700 lbs.	13.50@14.50	14.00@15.50	14.50@15.50	14.00@15.50
700-800 lbs.	13.50@14.50			
STEER, Commercial ¹ :				
400-600 lbs.	12.50@13.50		13.00@14.50	12.50@14.00
600-700 lbs.	12.50@13.50	13.00@14.00	12.50@13.50	12.50@14.00
STEER, Utility ¹ :				
400-600 lbs.	11.50@12.50	12.50@13.00	12.00@12.50	
COW (all weights):				
Commercial	12.00@13.00			12.50@13.00
Utility	11.00@12.00	11.00@12.00	11.00@12.00	11.50@12.50
Cutter	9.50@11.00	10.00@11.00	10.00@11.00	10.50@11.50
Canner	9.00@ 9.50			
Fresh Veal and Calf:				
VEAL (all weights) ² :				
Choice	16.50@17.50	18.00@19.00	17.00@18.00	19.00@20.00
Good	15.00@16.50	16.50@18.00	16.00@17.00	17.00@19.00
Medium	13.50@15.00	14.50@16.50	14.00@15.00	15.00@17.00
Common	11.50@13.50	13.50@14.50	13.00@14.00	13.00@15.00
CALF (all weights) ² :				
Choice	15.00@16.00			
Good	13.50@15.00			
Medium	12.50@13.50			
Common	12.50@13.50			
Fresh Lamb and Mutton:				
LAMB, Choice:				
38 lbs. down	15.00@16.00	16.00@17.00	15.00@16.00	17.00@17.50
39-45 lbs.	14.50@15.50	15.00@16.00	14.50@15.50	16.50@17.00
46-55 lbs.	13.50@14.50	14.00@15.00	13.50@14.50	15.50@16.50
LAMB, Good:				
38 lbs. down	14.00@15.00	15.00@16.00	14.50@15.50	16.50@17.00
39-45 lbs.	13.50@14.50	14.00@15.00	13.50@14.50	16.00@16.50
46-55 lbs.	12.50@13.50	13.00@14.00	13.00@13.50	15.00@16.00
LAMB, Medium:				
All weights	13.00@13.50	13.00@14.00	12.50@14.00	15.00@16.00
LAMB, Common:				
All weights	12.00@13.00	12.00@13.00	12.00@12.50	
MUTTON (Ewe), 70 lbs. down:				
Good	7.00@ 8.00	8.00@ 9.00	8.00@ 9.00	8.00@ 9.00
Medium	6.00@ 7.00	7.00@ 8.00	7.00@ 8.00	7.00@ 8.00
Common	5.00@ 6.00	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00
Fresh Pork Outs:				
LOINS:				
8-10 lbs.	10.50@11.50	11.50@12.50	11.00@12.00	11.00@12.00
10-12 lbs.	10.50@11.50	11.50@12.50	11.00@12.00	11.00@12.00
12-15 lbs.	10.00@11.00	11.00@12.00	10.50@11.50	10.50@11.50
16-22 lbs.	9.50@10.50	10.50@11.00	9.50@10.50	10.00@10.50
SHOULDERS, Skinned N. Y. Style:				
8-12 lbs.	8.50@ 9.50		10.00@10.50	10.00@11.00
PICNICS:				
6-8 lbs.	8.00@ 8.50	9.50@10.50		
BUTTS, Boston Style:				
4-8 lbs.	10.00@11.00		11.00@12.00	11.50@13.00
SPARE RIBS:				
Half Sheets	7.50@ 8.50			
TRIMMINGS:				
Regular	4.50@ 5.00			

¹ Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. ² "Skin on" at New York and Chicago. ³ Includes sides at Boston and Philadelphia.

foods. Dietitians need this information on mineral values, especially when preparing special diets where the mineral intake has to be carefully controlled or known exactly.

It would be ideal if a table were available on canned fish, meat, vegetables, and fruits comparable in scope to that of Sherman's on raw foods. We are entering into such a project in a limited way. Some of the difficulties attending this work can be appreciated when it is realized that such factors as variety, maturity, style of pack, growing locality, growing season all must be taken into consideration. However, such information is vitally needed.

As a second illustration, further work should be done, both on the stability of

thiamin during heat processing, and on establishing the ranges of thiamin occurring in commercially canned foods. Such work has been started, the preliminary results of which have been reported by Mr. Lueck. It is apparent that in order to insure adequate processing we must accept some sacrifice of thiamin, and more complete information is needed on the degree of thiamin retention in canned foods, especially meats and non-acid vegetables.

Third, canned foods should be evaluated with reference to the more recently recognized essential factors. This is especially true of meats and meat products which show present promise of being valuable carriers of these more recently discovered vitamins.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Cor. week, 1939.	
Week ended Jan. 31, 1940.		per lb.	
Prime native steers—			
400-600	17 1/2 @ 18	20	@ 20 1/2
600-800	17 @ 18	20	@ 20 1/2
800-1000	17 @ 18	20	@ 21
Good native steers—			
400-600	15 1/2 @ 16	17 1/2	@ 18
600-800	15 @ 15 1/2	17 1/2	@ 18
800-1000	15 @ 15 1/2	17 1/2	@ 18
Medium steers—			
400-600	14 @ 15	15	@ 15 1/2
600-800	14 @ 14 1/2	15	@ 15 1/2
800-1000	14 @ 14 1/2	15	@ 16
Heifers, good, 400-600	15 1/2 @ 16	16	@ 17
Cows, 400-600	11 @ 12	11 1/2	@ 13
Hind quarters, choice	19 @ 20	20	@ 21
Fore quarters, choice	12 @ 13 1/2	12	@ 13 1/2

Beef Cuts

Steer loins, prime—unquoted	@ 40	@ 40
Steer loins, No. 1	@ 31	@ 34
Steer loins, No. 2	@ 26	@ 30
Steer short loins, prime—unquoted	@ 53	@ 53
Steer short loins, No. 1	@ 41	@ 41
Steer short loins, No. 2	@ 36	@ 36
Steer loin ends (hips)	@ 23	@ 23
Steer loin ends No. 2	@ 22	@ 26
Cow loins	@ 18	@ 19
Cow short loins	@ 20	@ 22
Cow loin ends (hips)	@ 13	@ 13
Steer ribs, prime—unquoted	@ 27	@ 30
Steer ribs, No. 1	@ 22	@ 26
Steer ribs, No. 2	@ 17 1/2	@ 23
Cow ribs, No. 2	@ 13	@ 17
Cow ribs, No. 3	@ 12	@ 18
Steer rounds, prime—unquoted	@ 18	@ 18
Steer rounds, No. 1	@ 16	@ 17 1/2
Steer rounds, No. 2	@ 15 1/2	@ 16 1/2
Steer chucks, prime—unquoted	@ 15 1/2	@ 15 1/2
Steer chucks, No. 1	@ 12 1/2	@ 13 1/2
Steer chucks, No. 2	@ 11 1/2	@ 12 1/2
Cow rounds	@ 11	@ 11 1/2
Cow chucks	@ 11	@ 11 1/2
Steer plates	@ 7 1/2	@ 8
Medium plates	@ 7	@ 8
Briskets, No. 1	@ 12	@ 13
Steer navel ends	@ 5 1/2	@ 6
Cow navel ends	@ 6	@ 6 1/2
Fore shanks	@ 9	@ 10 1/2
Hind shanks	@ 7	@ 7 1/2
Strip loins, No. 1 bails	@ 55	@ 57
Strip loins, No. 2	@ 45	@ 48
Sirloin butts, No. 1	@ 26	@ 28
Sirloin butts, No. 2	@ 19	@ 22
Beef tenderloins, No. 1	@ 65	@ 65
Beef tenderloins, No. 2	@ 60	@ 60
Rump butts	@ 15	@ 15
Flank steaks	@ 21	@ 21
Shoulder clods	@ 16	@ 16 1/2
Hanging tenderloins	@ 17	@ 17
Innards, green, 6 @ 8 lbs.	@ 18	@ 18
Outsides, green, 5 @ 6 lbs.	@ 16	@ 16
Knuckles, green, 5 @ 6 lbs.	@ 17	@ 17

Beef Products

Brains	@ 6	@ 7
Hearts	@ 8	@ 10
Tongues	@ 18	@ 20
Sweetbreads	@ 17	@ 17
Ox-tail	@ 10	@ 12
Fresh tripe, plain	@ 10	@ 10
Fresh tripe, H. C.	@ 11 1/2	@ 11 1/2
Livers	@ 20	@ 20
Kidneys	@ 9	@ 10

Veal

Choice carcass	@ 18	18 @ 19
Good carcass	@ 16	17 @ 18
Good saddles	@ 22	22 @ 24
Good racks	@ 14	13 @ 15
Medium racks	@ 10	11 @ 13

Veal Products

Brains, each	@ 10	@ 10
Sweetbreads	@ 30	@ 36
Calf livers	@ 38	@ 50

Lamb

Choice lambs	@ 16	@ 18
Medium lambs	@ 15	@ 17
Choice saddles	@ 19	@ 21
Medium saddles	@ 18	@ 19
Choice fores	@ 13	@ 13
Medium fores	@ 12	@ 12
Lamb fries	@ 32	@ 31
Lamb tongues	@ 17	@ 16
Lamb kidneys	@ 15	@ 20

Mutton

Heavy sheep	@ 6	@ 8
Light sheep	@ 7	@ 10
Heavy saddles	@ 10	@ 12
Light saddles	@ 5	@ 6
Heavy fores	@ 6	@ 8
Light fores	@ 10	@ 13
Mutton legs	@ 9	@ 12
Mutton loins	@ 8	@ 8
Mutton stew	@ 13 1/2	@ 12 1/2
Sheep tongues	@ 11	@ 10
Sheep heads, each		

Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.	@ 11 1/2	@ 16
Picnics	@ 9	@ 12
Skinned shoulders	@ 9	@ 12 1/2
Tenderloins	@ 22	@ 30
Spare ribs	@ 5 1/2	@ 8
Back fat	@ 11	@ 15
Boston butts	@ 14	@ 19
Boneless butts, cellar trim, 2 @ 4	@ 6	@ 11
Hocks	@ 5	@ 9
Tails	@ 2	@ 4
Neck bones	@ 2	@ 4
Slip bones	@ 9	@ 11
Blade bones	@ 2	@ 4
Pigs' feet	@ 6	@ 10
Kidneys, per lb.	@ 8	@ 10
Livers	@ 7	@ 9
Brains	@ 4	@ 4
Kars	@ 4	@ 5
Snouts	@ 5 1/2	@ 6 1/2
Heads	@ 6	@ 6 1/2
Chitterlings		

DRY SALT MEATS

Clear bellies, 16 @ 18 lbs.	@ 5 1/2 n	@ 5 1/2 n
Clear bellies, 18 @ 20 lbs.	@ 5 1/2	@ 5 1/2
Rib bellies, 25 @ 30 lbs.	@ 4 1/2	@ 4 1/2
Fat backs, 10 @ 12 lbs.	@ 5	@ 5
Fat backs, 14 @ 16 lbs.	@ 5 1/2	@ 5 1/2
Regular plates	@ 3 1/2	@ 3 1/2
Jowl butts	@ 3 1/2	@ 3 1/2

WHOLESALE SMOKED MEATS

Fancy regular hams, 14 @ 16 lbs.	@ 17 1/2	@ 17 1/2
Parmament paper	@ 17 1/2	@ 18 1/2
Fancy skinned hams, 14 @ 16 lbs.	@ 17 1/2	@ 18 1/2
Standard reg. hams, 14 @ 16 lbs., plain	@ 16 1/2	@ 16 1/2
Picnics, 4 @ 8 lbs., short shank, plain	@ 12	@ 13
Picnics, 4 @ 8 lbs., long shank, plain	@ 10	@ 11
Fancy bacon, 6 @ 8 lbs., plain	@ 17 1/2	@ 18 1/2
Standard bacon, 6 @ 8 lbs., plain	@ 15	@ 15 1/2
No. 1 beef nets, smoked		
Insides, 8 @ 12 lbs.	@ 35	@ 38
Outsides, 8 @ 12 lbs.	@ 34	@ 35
Knuckles, 5 @ 9 lbs.	@ 33	@ 34
Cooked hams, choice, skin on, fattened	@ 28 1/2	@ 29 1/2
Cooked hams, choice, skinless, fattened	@ 28 1/2	@ 29 1/2
Cooked picnics, skin on, fattened	@ 23	@ 23
Cooked picnics, skinless, fattened	@ 23	@ 23

BARRELED PORK AND BEEF

Clear fat back pork:		
70-80 pieces	@ 12.00	@ 12.00
80-100 pieces	@ 11.00	@ 11.00
100-125 pieces	@ 10.50	@ 10.50
Clear plate pork, 25-35 pieces	@ 12.00	@ 12.00
Bean pork	@ 17.00 n	@ 17.00 n
Brisket pork	@ 17.00 n	@ 17.00 n
Plate beef	@ 17.50	@ 17.50
Extra plate beef	@ 17.50	@ 17.50

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$15.75	\$15.75
Lamb tongue, short cut, 200-lb. bbl.	65.00	65.00
Regular tripe, 200-lb. bbl.	17.25	17.25
Honeycomb tripe, 200-lb. bbl.	22.25	22.25
Pocket honeycomb tripe, 200-lb. bbl.	26.00	26.00

SAUSAGE MATERIALS

(Packed basis.)

Regular pork trimmings	@ 5	@ 5
Special lean pork trimmings 85%	@ 11	@ 11
Extra lean pork trimmings 95%	@ 12 1/2	@ 12 1/2
Pork cheek meat (trimmed)	@ 4	@ 4
Pork hearts	@ 4	@ 4
Pork livers	@ 4	@ 4
Native boneless bull meat (heavy)	13 1/2 @ 13 1/2	13 1/2 @ 13 1/2
Boneless chucks	11 1/2 @ 11 1/2	11 1/2 @ 11 1/2
Shank meat	11 @ 11 1/2	11 @ 11 1/2
Beef trimmings	8 1/2 @ 8 1/2	8 1/2 @ 8 1/2
Beef cheeks (trimmed)	@ 8	@ 8
Dressed canners, 350 lbs. and up	9 1/2 @ 9 1/2	9 1/2 @ 9 1/2
Dressed canner cows, 400-450-lb.	9 1/2 @ 9 1/2	9 1/2 @ 9 1/2
Dr. bologna bulls, 600 lbs. and up	@ 10 1/2	@ 10 1/2
Pork tongues, canner trim, S. P.	@ 9 1/2	@ 9 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 35	@ 35
Thuringer cervelat	@ 19 1/2	@ 19 1/2
Farmer	@ 27	@ 27
Holsteiner	@ 27 1/2	@ 27 1/2
B. C. salami, choice	@ 31	@ 31
Milano, salami, choice in hog bungs	@ 30	@ 30
B. C. salami, new condition	@ 18	@ 18
Frisees, choice, in hog middles	@ 30	@ 30
Genoa style salami, choice	@ 37	@ 37
Pepperoni	@ 27	@ 27
Mortadella, new condition	@ 19	@ 19
Capicola	@ 38	@ 38
Italian style hams	@ 30	@ 30
Virginia hams	@ 39 1/2	@ 39 1/2

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton	@ 20 1/2	@ 20 1/2
Country style sausage, fresh in link	@ 15	@ 15
Country style sausage, fresh in bulk	@ 13 1/2	@ 13 1/2
Country style sausage, smoked	@ 20	@ 20
Frankfurters, in sheep casings	@ 22 1/2	@ 22 1/2
Frankfurters, in hog casings	@ 20 1/2	@ 20 1/2
Bologna in beef bungs, choice	@ 16	@ 16
Bologna in beef middles, choice	@ 16 1/2	@ 16 1/2
Liver sausage in beef rounds	@ 14	@ 14
Liver sausage in hog bungs	@ 16	@ 16
Smoked liver sausage in hog bungs	@ 21 1/2	@ 21 1/2
Head cheese	@ 14 1/2	@ 14 1/2
New England luncheon specialty	@ 20	@ 20
Mixed luncheon specialty, choice	@ 18	@ 18
Tongue & blood	@ 19 1/2	@ 19 1/2
Blood sausage	@ 17	@ 17
Souse	@ 16	@ 16
Polish sausage	@ 20 1/2	@ 20 1/2

LARD

Prime steam, cash, Bd. Trade	@ 5.97 1/2 n	@ 5.97 1/2 n
Prime steam, loose, Bd. Trade	@ 5.15 n	@ 5.15 n
Refined lard, tierces, f.o.b. Chgo.	@ 7.12 1/2	@ 7.12 1/2
Kettle rend., tierces, f.o.b. Chgo.	@ 8.12 1/2	@ 8.12 1/2
Leaf, kettle		
rend., tierces, f.o.b. Chgo.	@ 8.12 1/2	@ 8.12 1/2
Neutral, tierces, f.o.b. Chgo.	@ 7.87 1/2	@ 7.87 1/2
Shortening, tierces, c.a.f.	@ 10.00	@ 10.00

OLEO OIL AND STEARINE

Extra oleo oil (in tierces)	@ 7 1/2	@ 7 1/2
Prime No. 2 oleo oil	@ 6 1/2	@ 6 1/2
Prime oleo stearine	@ 6	@ 6

TALLOW AND GREASES

(Loose, basis Chicago.)

Edible tallow, 1% acid	5 1/2 @ 5 1/2	5 1/2 @ 5 1/2
Fancy tallow, under 2% acid	5 1/2 @ 5 1/2	5 1/2 @ 5 1/2
Prime packers tallow, 3-4% acid	5 1/2 @ 5 1/2	5 1/2 @ 5 1/2
Special tallow	5 1/2 @ 5 1/2	5 1/2 @ 5 1/2
No. 1 tallow, 10% f.f.a.	5 @ 5	5 @ 5
Choice white grease, all hog	5 @ 5	5 @ 5
A-White grease, 4% acid	5 @ 5	5 @ 5
B-White grease, maximum 5% acid	5 @ 5	5 @ 5
Yellow grease, 16-20 f.f.a.	4 1/2 @ 4 1/2	4 1/2 @ 4 1/2
Brown grease, 25 f.f.a.	4 1/2 @ 4 1/2	4 1/2 @ 4 1/2

ANIMAL OILS

Prime edible lard oil	Per lb. 10 1/4	10 1/4
Prime burning oil	9 1/2	9 1/2
Prime lard oil—inedible	9	9
Extra W. S. lard oil	8 1/2	8 1/2
Extra lard oil	8 1/2	8 1/2
Extra No. 1 lard oil	8 1/2	8 1/2
Spec. No. 1 lard oil	8 1/2	8 1/2
No. 1 lard oil	8 1/2	8 1/2
No. 2 lard oil	8	8
Acidless tallow oil	8	8
20° C. T. neatfoot oil	18 1/2	18 1/2
Pure neatfoot oil	13 1/2	13 1/2
Prime neatfoot oil	8 1/2	8 1/2
Extra neatfoot oil	8 1/2	8 1/2
No. 1 neatfoot oil	8 1/2	8 1/2

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.		
Valley points, prompt	5 1/2 @ 5 1/2	5 1/2 @ 5 1/2
White deodorized, in bbls., f.o.b. Chgo.	8 @ 8 1/2	8 @ 8 1/2
Yellow, deodorized	8 1/2 @ 8 1/2	8 1/2 @ 8 1/2
Soap stock, 50% f.f.a., f.o.b. consuming points	@ 1 1/2	@ 1 1/2
Soybean oil, f.o.b. mills	5 1/2 @ 5 1/2	5 1/2 @ 5 1/2
Corn oil, in tanks, f.o.b. mills	@ 9	@ 9
Coconut oil, sellers' tanks, f.o.b. coast	@ 2 1/2	@ 2 1/2
Refined coconut, bbls., f.o.b. Chicago	9 1/2 @ 9 1/2	9 1/2 @ 9 1/2

OLEOMARGARINE

F. O. B. Chicago.

White domestic vegetable	@ 15	@ 15
White animal fat	@ 12	@ 12
Water churned pastry	@ 12	@ 12
Milk churned pastry	@ 13	@ 13
White "nut" type	@ 8 1/2	@ 8 1/2

(Continued on page 54)

PURE VINEGARS

A. P. CALLAHAN & COMPANY
2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

Chicago Markets

(Continued from page 53)

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. whse stock).	
In 425-lb. bbls., delivered.....	\$ 8.75
Salt peter, less than ton lots:	
Dbl. refined granulated.....	7.50
Small crystals.....	8.50
Medium crystals.....	8.75
Large crystals.....	9.50
Dbl. rfd. gran. nitrate of soda.....	2.90
Salt, per ton, in minimum car of 80,000 lbs.	
only, f.o.b. Chicago, per ton:	
Granulated.....	7.20
Medium, drin.....	10.20
Rock.....	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans....	@2.90
Second sugar, 90 basis.....	None
Standard gran., f.o.b. refiners (2%)..	@4.50
Packers' curing sugar, 100 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@4.10
Packers' curing sugar, 250 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@4.10
Dextrose, in car lots, per cwt. (in cotton	
bags).....	@3.64
In paper bags.....	@3.59

SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@.16
Domestic rounds, 140 pack.....	@.33
Export rounds, wide.....	@.44
Export rounds, medium.....	@.24
Export rounds, narrow.....	@.39
No. 1 weasands.....	@.06
No. 2 weasands.....	@.05
No. 1 bungs.....	@.11
No. 2 bungs.....	@.08
Middles, regular.....	@.55
Middles, select, wide, 2@2 1/2 in.	@.60
Middles, select, extra wide, 2 1/2 in.	
and over.....	@.85
Dried bladders:	
12-15 in. wide, flat.....	.85
10-12 in. wide, flat.....	.70
8-10 in. wide, flat.....	.35
6-8 in. wide, flat.....	.25
Pork casings:	
Narrow, per 100 yds.....	2.25
Narrow, special, per 100 yds.....	2.20
Medium, regular.....	1.85
English, medium.....	1.50
Wide, per 100 yds.....	1.35
Extra wide, per 100 yds.....	.90
Export bungs.....	.19
Large prime bungs.....	.14
Medium prime bungs.....	.07
Small prime bungs.....	.04 1/2
Middles, per set.....	.14
Stomachs.....	.09

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, prime.....	18 1/2	20 1/2
Resinoid.....	19	21
Chili pepper.....	21	23
Powder.....	23	25
Cloves, Amboyna.....	29	35
Zanzibar.....	19	24
Madagascar.....	19	24
Ginger, Jamaican.....	19	20 1/2
African.....	11	15
Mace, Fancy Banda.....	67	75
East India.....	59	67
East & West India Blend.....	62	70
Mustard flour, fancy.....	25	19
No. 1.....	24	29
Nutmeg, fancy Banda.....	24	29
East India.....	22	26 1/2
East & West India Blend.....	23	28
Pepprika, Spanish.....	42	47
Fancy Hungarian.....	89	97
No. 1 Hungarian.....	87	95
Pepper, Cayenne.....	60	71
Red No. 1.....	61	72
Black Malabar.....	10 1/2	14 1/2
Black Lampung.....	6	7 1/2
Pepper, white Singapore.....	9 1/2	12 1/2
Muntok.....	9 1/2	13
Packers.....	12	12

SEEDS AND HERBS

	Whole.	Ground.
	Sauage.	for
Caraway seed.....	15	20
Celery seed, French.....	20	24
Cominos seed.....	17 1/2	22 1/2
Coriander Morocco bleached.....	7	8 1/2
Coriander Morocco natural No. 1.....	7	8 1/2
Mustard seed fancy yellow.....	21	26
American.....	16	20
Marjoram, French.....	30	36
Oregano.....	12 1/2	16 1/2
Sage fancy Dalmatian.....	17	21
Dalmatian No. 1.....	12	16

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, medium.....	\$ nominal
Cows, medium.....	6.00@ 6.50
Cows, cutter and common.....	5.00@ 5.75
Bulls, canner.....	4.00@ 4.75
Bulls, good.....	7.00@ 7.50
Bulls, medium.....	6.00@ 6.75

LIVE CALVES

Vealers, good and choice.....	\$11.00@14.50
Vealers, common and medium.....	7.75@10.50
Vealers, culls.....	6.50@ 7.50
Calves, common to medium.....	7.00@ 7.25

LIVE HOGS

Hogs, good and choice, 208-lb.....	\$6.05
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LIVE LAMBS

Lambs and sheep.....	nominal
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	17 1/2 @ 18 1/2
Choice, native, light.....	17 @ 19
Native, common to fair.....	16 @ 17

Western Dressed Beef.

Native steers, 600@800 lbs.....	18 @ 19
Native choice yearlings, 440@600 lbs.....	17 @ 18
Good to choice heifers.....	16 @ 17
Good to choice cows.....	14 @ 15
Common to fair cows.....	13 @ 14
Fresh bologna bulls.....	13 @ 14

BEEF CUTS

	Western.	City.
No. 1 ribs.....	23 @ 24	21 @ 23
No. 2 ribs.....	20 @ 21	20 @ 21
No. 3 ribs.....	19 @ 20	19 @ 20
No. 1 loins.....	32 @ 33	36 @ 40
No. 2 loins.....	26 @ 32	30 @ 35
No. 3 loins.....	20 @ 24	25 @ 29
No. 1 hinds and ribs.....	20 @ 21	21 @ 24
No. 2 hinds and ribs.....	18 @ 19	19 @ 21
No. 1 rounds.....	17 @ 18	17 @ 18
No. 2 rounds.....	16 @ 17	16 @ 17
No. 3 rounds.....	15 @ 16	15 @ 16
No. 1 chuck.....	15 @ 16	15 @ 16
No. 2 chuck.....	14 @ 15	14 @ 15
No. 3 chuck.....	13 @ 14	13 @ 14
Rolls, reg. 4@6 lbs. av.....	13 1/2 @ 14 1/2	13 1/2 @ 14 1/2
Rolls, reg. 6@8 lbs. av.....	13 @ 14	13 @ 14
Tenderloins, 4@6 lbs. av.....	50 @ 60	50 @ 60
Tenderloins, 5@6 lbs. av.....	50 @ 60	50 @ 60
Shoulder clods.....	16 @ 18	16 @ 18

DRESSED VEAL

Good.....	18 @ 19 1/2
Medium.....	17 @ 18
Common.....	16 @ 17

DRESSED SHEEP AND LAMBS

Genuine spring lambs, good.....	16 1/2 @ 17
Genuine spring lambs, good to medium.....	15 1/2 @ 16 1/2
Genuine spring lambs, medium.....	14 1/2 @ 15 1/2
Sheep, good.....	9 @ 11
Sheep, medium.....	7 @ 9

DRESSED HOGS

Hogs, good and choice (110-140 lbs.)	
head on; leaf fat in.....	\$ 9.00@ 9.25
Pigs, small lots (80-110 lbs.)	
head on; leaf fat in.....	10.00@11.00

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	11 @ 12
Shoulders, Western, 10@12 lbs. av.....	10 @ 12
Butts, regular, Western.....	11 @ 12
Hams, Western, fresh, 10@12 lbs. av.....	16 @ 17
Picknic, Western, fresh, 6@8 lbs. av.....	11 @ 12
Pork trimmings, extra lean.....	13 1/2 @ 14 1/2
Pork trimmings, regular, 50% lean.....	7 @ 7 1/2
Spareribs.....	9 @ 10

COOKED HAMS

Cooked hams, choice, skin on, fattened.....	@33c
Cooked hams, choice, skinless, fattened.....	@35c

SMOKED MEATS

Regular hams, 8@10 lbs. av.....	20 @ 21
Regular hams, 10@12 lbs. av.....	19 1/2 @ 20 1/2
Regular hams, 12@14 lbs. av.....	18 1/2 @ 19 1/2
Skinned hams, 10@12 lbs. av.....	20 @ 21
Skinned hams, 12@14 lbs. av.....	19 @ 20
Skinned hams, 14@16 lbs. av.....	18 1/2 @ 19 1/2
Skinned hams, 16@18 lbs. av.....	18 @ 19
Picknic, 4@6 lbs. av.....	13 1/2 @ 14 1/2
Picknic, 6@8 lbs. av.....	13 @ 14
City pickled bellies, 8@12 lbs. av.....	15 @ 16
Bacon, boneless, Western.....	18 @ 19
Bacon, boneless, city.....	17 @ 18
Rollettes, 8@10 lbs. av.....	18 @ 19
Beef tongue, light.....	22 @ 23
Beef tongue, heavy.....	23 @ 24

FANCY MEATS

Fresh steer tongues, untrimmed.....	16c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	30c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	12c a pound
Mutton kidneys.....	4c each
Livers, beef.....	29c a pound
Oxtails.....	16c a pound
Beef hanging tenders.....	30c a pound
Lamb fries.....	12c a pair

BUTCHERS' FAT

Shop Fat.....	\$2.00 per cwt.
Breast Fat.....	2.50 per cwt.
Edible Suet.....	3.50 per cwt.
Inedible Suet.....	3.00 per cwt.

GREEN CALFSKINS

	5-9 9/16-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	24	2.95	3.30	3.85
Prime No. 2 veals.....	22	2.65	3.00	3.65
Buttermilk No. 1.....	18	2.45	2.90	3.35
Buttermilk No. 2.....	18	2.30	2.65	2.70
Branded gruby.....	12	1.25	1.60	1.85
Number 3.....	12	1.25	1.60	1.85

BONES AND HOOF

	Per ton
	dell'd basis.
Round shins, heavy.....	\$60.00
light.....	55.00
Flat shins, heavy.....	50.00
light.....	45.00
Hoofs, white.....	35.00
black and white striped.....	20.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@32	32 1/2 @ 33
Creamery (90-91 score).....	31 1/4 @ 31 1/2	32 1/4 @ 32 1/2
Creamery firsts (88-89).....	30 1/2 @ 31 1/4	31 @ 32

EGGS.

Extra firsts.....	21 @ 21 1/2
Firsts, fresh.....	20 1/4 @ 21
Standards.....	22 1/2 @ 22 1/2

LIVE POULTRY.

Fowls.....	12 @ 15 1/2	13 @ 20
Springs.....	15 @ 18	16 @ 18
Broilers.....	14 @ 16 1/2	15 @ 18
Capon.....	15 @ 18	18 @ 22
Old roosters.....	8 1/2 @ 10	16 @ 18
Ducks.....	9 @ 13 1/2	16 @ 18
Geese.....	12 1/2 @ 13 1/2	16 @ 18
Turkeys.....	10 @ 15 1/2	16 @ 22

DRESSED POULTRY.

Chickens, 17-25, frozen.....	23 1/4 @ 24 1/4	23 1/4 @ 24
25-47, frozen.....	18 1/4 @ 20 1/4	19 @ 21
48-up, frozen.....	19 1/4 @ 20 1/4	20 1/4 @ 21
Fowls, 31-47, fresh.....	15 @ 16 1/2	16 @ 17 1/2
48-59, fresh.....	18 @ 19	19 @ 19 1/2
60 and up, fresh.....	19 @ 19 1/2	19 @ 20
Turkeys, fresh hens.....	20 @ 21	21 @ 22
Turkeys, fresh toms.....	21 1/4 @ 22 1/4	20 @ 20 1/2
Ducks, fresh.....	21 1/2 @ 22 1/2	21 @ 22
Geese, fresh.....	14 @ 15	

BUTTER AT FIVE MARKETS

Wholesale prices 92 score Jan. 20 to 26:

	20	22	23	24	25	26
Chicago.....	30 1/2	30 3/4	30 3/4	31	31 1/4	32
N. York.....	32	32	32	32	32 1/2	33
Boston.....	32	32	32	32 1/2	32 1/2	33
Phila.....	32 1/4	32 1/4	32 1/4	32	32 1/2	33
San Fran.....	33	33	33	34	34 1/2	

Wholesale—Fresh centralized carlots—00 score at Chicago:

House.....	30 1/2	30 3/4	30 3/4	31	31 1/4	31 1/2
Track.....	31	31	31	31 1/4	31 1/4	32

Receipts of butter by cities (lb.—gross wt.):

	This week.	Last week.	—Since January 1—	1940.	1939.
Chgo.....	2,340,377	2,241,751	12,981,713	16,443,068	
N. York.....	3,552,855	3,593,566	16,815,528	17,875,170	
Boston.....	1,201,445	904,160	5,487,565	5,275,029	
Phila.....	1,137,775	1,353,906	5,615,681	4,841,371	

Total.....8,232,252 8,093,383 40,900,487 44,439,647

Cold storage movement (lb.—net wt.):

	In Jan. 25	Out Jan. 25	On hand Jan. 26.	Same day last year.
Chicago.....	38,080	330,953	11,670,032	53,885,060
N. York.....	33,511	300,568	1,979,649	29,177,903
Boston.....	9,344	11,015	317,102	2,746,350
Phila.....	14,920	7,215	589,025	519,961
Total.....	95,855	649,751	20,357,806	96,329,382



MORRELL POLISH STYLE HAM

Here is a new, mild, unsmoked canned ham—an American-made product prepared in the continental style that has been so popular. One of the finest hams in appearance, taste, texture, and workmanship that has ever been offered to the trade.

A product of **JOHN MORRELL & CO., Ottumwa, Iowa**

THE E. KAHN'S SONS CO. CINCINNATI, O.

"AMERICAN BEAUTY" HAMS AND BACON

Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

Represented by

NEW YORK	PHILADELPHIA	WASHINGTON	BOSTON
H. L. Woodruff	Earl McAdams	Clayton P. Lee	P. G. Gray Co.
437 W. 13th St.	38 N. Delaware Av.	1108 F. St. S. W.	148 State St.

PATENT CASING COMPANY

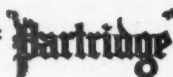
Manufacturers of

PATENT SEWED CASINGS

MADE UNDER SOL MAY METHODS

617-23 West 24th Place

Chicago, Illinois



PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

Rath's
from the Land O' Corn

BLACK HAWK HAMS AND BACON
PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO.

WATERLOO, IOWA



Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-09 West 13th St.

HAMS • BACON • LARD • DELICATESSEN

KINGAN'S RELIABLE

HAMS • BACON • LARD • SAUSAGE
CANNED MEATS • OLEOMARGARINE
CHEESE • BUTTER • EGGS • POULTRY

A full line of Fresh Pork • Beef • Veal
Mutton and Cured Pork Cuts

Hides • Digester Tankage

KINGAN & CO.

PORK AND BEEF PACKERS

Main Plant, Indianapolis

Established 1845

FRANK R. JACKLE

Broker

Offerings Wanted of:

Tankage, Blood, Bones, Cracklings, Hoofs

405 Lexington Ave.

New York City

THE CUDAHY PACKING CO.

PRODUCERS, IMPORTERS AND EXPORTERS OF

Sausage Casings

221 NORTH LA SALLE STREET

CHICAGO, U. S. A.

Classified ADVERTISEMENTS

Advertisements on this page, \$5.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Plant Superintendent

All-around packinghouse superintendent with broad experience and at present employed, is interested in opportunity in central or far west. Excellent references. Address W-774, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Executive

Former packing house executive seeks position as office manager, accountant, departmental profit and loss credits and collection, finance, production. Thoroughly experienced. Just the man for medium sized packing house. Age 37, American, married, will leave the city, details upon request, W-797, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Plant Manager

Can take full charge of all plant operations; handle sales and office detail and show profitable returns in small or medium sized plant. Central, Eastern, or Southern location. Industrious, capable, trustworthy. Good record; good references; write for particulars. W-784, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

First Class Man

First class sausagemaker is looking for a steady position. Am now residing in Minnesota. W-790, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Plant Superintendent

All-around packing house Superintendent with practical experience. Special in Sausage Department—loaves and specialties. Also in curing, smoking and dried beef. Is interested in large or medium-size plant. Excellent references. W-791, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Broker Now Available

Interested in accounts for metropolitan district. Beef, veal, pork, S.P. pork products and provisions, boneless meats, small and medium size. East, south and west packers carlots and less that have established trade and can furnish good reference, communicate. W-792, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Sausagemaker

Position wanted by sausagemaker capable of taking charge of sausage and ham departments. Not afraid of work. Excellent references, steady, conscientious, sober and hard worker. Chicago preferred. W-793, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Sausage Foreman

Position wanted by experienced, reliable sausagemaker who has been all around in the way of sausage processing for over 20 years. 12 years as foreman. Produce high grade and standard sausage of any kind, loaves, specialties, baked and boiled hams, slow or fast cure. Sober, steady worker able to run any plant and supervise help. Would consider some investment. W-789, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Manager

Position wanted as manager of small packing house or cold storage locker doing complete meat service. Competent in handling labor and all operations. 18 years practical experience in all branches of packing house, two year experience in locker plant management. W-794, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Men Wanted

Wanted

Man with packinghouse sales experience for brokerage connection. Give full details in first letter. W-799, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Oleomargarine Plant Manager

Manager, experienced to take complete charge of laboratory, milk room and manufacturing facilities of oleomargarine plant. Know maintenance. Handle men. Technical training preferred. Give full particulars of experience, training and references in reply. W-755, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Salesmen Wanted

Openings still available in East and South for salesmen acquainted with sausage manufacturing trade to sell large volume item. Address W-796, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Sales Promotion Manager

Wanted—Sales Promotion Manager experienced in beef, pork, and sausage sales work and capable of efficiently controlling and managing complete sales organization in medium sized plant. Address letter containing all details to W-798, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Equipment Wanted

Rendering Machinery

Wanted for user, Hydraulic Curb Press and Pump; Rotary Dryer; Kettles; 2-Filter Presses; Evaporator; Cooker; Lard Cooling Roll. What have you to offer. W-718, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Shop Here

An advertisement placed in this space will bring you that piece of equipment or machinery you are in need of—as soon as you need it. For details, write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Business Opportunities

For Rent

Providence, R. I.—345 Canal St.—BUILDING—in heart of wholesale Beef District, two floors and basement. On main floor, store is fully equipped with refrigerator tracks, ice machine, piping, etc. Second floor has five large rooms suitable for office and storage. Basement has refrigerator with track and built in cement pickling vats. This building has been occupied for the past 25 years by the Eastern Beef Co. Will rent reasonable—wonderful opportunity for hog cutting in Providence. Write John E. Martin, 213 Canal St., Providence, R. I.

Equipment for Sale

SPECIALS

1—35-gal. Kneading & Meat Mixing Machine.
1—Brecht 1000-lb. Meat Mixer.
1—Brecht Enterprise No. 156 Grinder.
1—Brecht 18" Filter Press.
2—Brecht 200-lb. Stuffers, without tubes.
1—Hand Operated Fat Cutter.
1—Ice Breakers or Crushers.
5—8"x10" Revolving Degreasing Percolators.
1000 Feet Drag or Scraper Conveyor.
10—Vertical Fertilizer or Tankage Dryers.
Dopp, Aluminum, Monel Metal, Copper Kettles.
1—No. 5 Jay Bee Model T Hammer Mill.
Boilers, Generator Sets, Power Plant Equip.
Send for "Consolidated News" listing our large stock. Send us your inquiries—we desire to serve you. We buy and sell from a single item to a complete plant. What have you for sale?

CONSOLIDATED PRODUCTS CO., INC.
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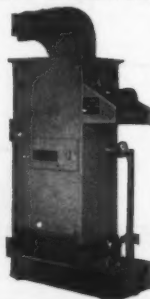
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ADVERTISERS

in this issue of The National Provisioner

Advanced Engineering Corp.....	42
Allbright-Nell Co., The.....	Third Cover
American Agricultural Chemical Co.	50
American Dry Milk Institute.....	51
Armour and Company.....	12
Armstrong Cork Co.....	5
Bemis Bro. Bag Co.....	46
Callahan, A. P. & Co.....	53
Celluloid Corp.....	9
Cincinnati Butchers' Supply Co.....	34
Cleveland Cotton Products Co.....	34
Corn Products Sales Co.....	3
Crane Company.....	11
Cudahy Packing Co.....	55
Dexter Folder Co.....	44
Fairbanks Morse & Company.....	42
Felin, John J. & Co., Inc.....	55
Great Lakes Stamp & Mfg. Co.....	43
Griffith Laboratories, The.....	10
Ham Boiler Corp.....	58
Hormel, Geo. A., & Co.....	57
Hunter Packing Co.....	57
Hygrade Food Products Corporation.	57
Institute of American Meat Packers.	6, 7
Jackle, Frank R.....	55
Jamison Cold Storage Door Co.....	59
Jourdan Process Cooker Co.....	45
Kahn's, E., Sons Co.....	55
Kennett-Murray & Co.....	46
Kingan & Co.....	55
Legg, A. C., Packing Co., Inc.....	44
Lenzke & Co., C. T.....	51
Levi, Berth. & Co., Inc.....	57
Manaster & Bros., Harry.....	34
Mayer, H. J., & Sons Co.....	60
McMurray, L. H.....	46

While every precaution is taken to insure accuracy, we cannot be held responsible for errors.

The National Provisioner



Meyer, H. H. Packing Co.....	55
Midland Paint & Varnish Co.....	59
Mitts & Merrill.....	36
Morrell, John, & Co.....	55
Niagara Blower Co.....	58
Oppenheimer Casing Co.....	44
Patent Casing Company.....	55
Powers Regulator Co.....	32, 33
Rath Packing Company.....	55
Rogers, F. C., Co.....	50
Sayer & Co.....	58
Smith's Sons Co., John E..Second Cover	
Staley Mfg. Co., A. E.....First Cover	
Standard Conveyor Co.....	26
Stange, Wm. J., Co.....	18
Stedman's Foundry & Machine Wks.	36
Stevenson Cold Storage Door Co....	26
Superior Packing Co.....	57
Swift & Co.....Fourth Cover	
Taylor Instrument Co.....	8
Tobin Packing Co.....	57
Transparent Package Co.....	23, 24
Vogt, F. G., Sons, Inc.....	57
West Carrollton Parchment Co.....	34
Wilmington Provision Co.....	57
York Ice Machinery Corp.....	26

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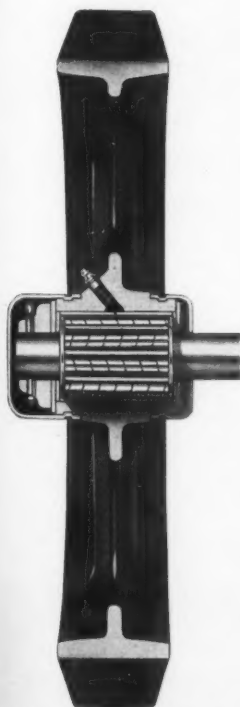
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